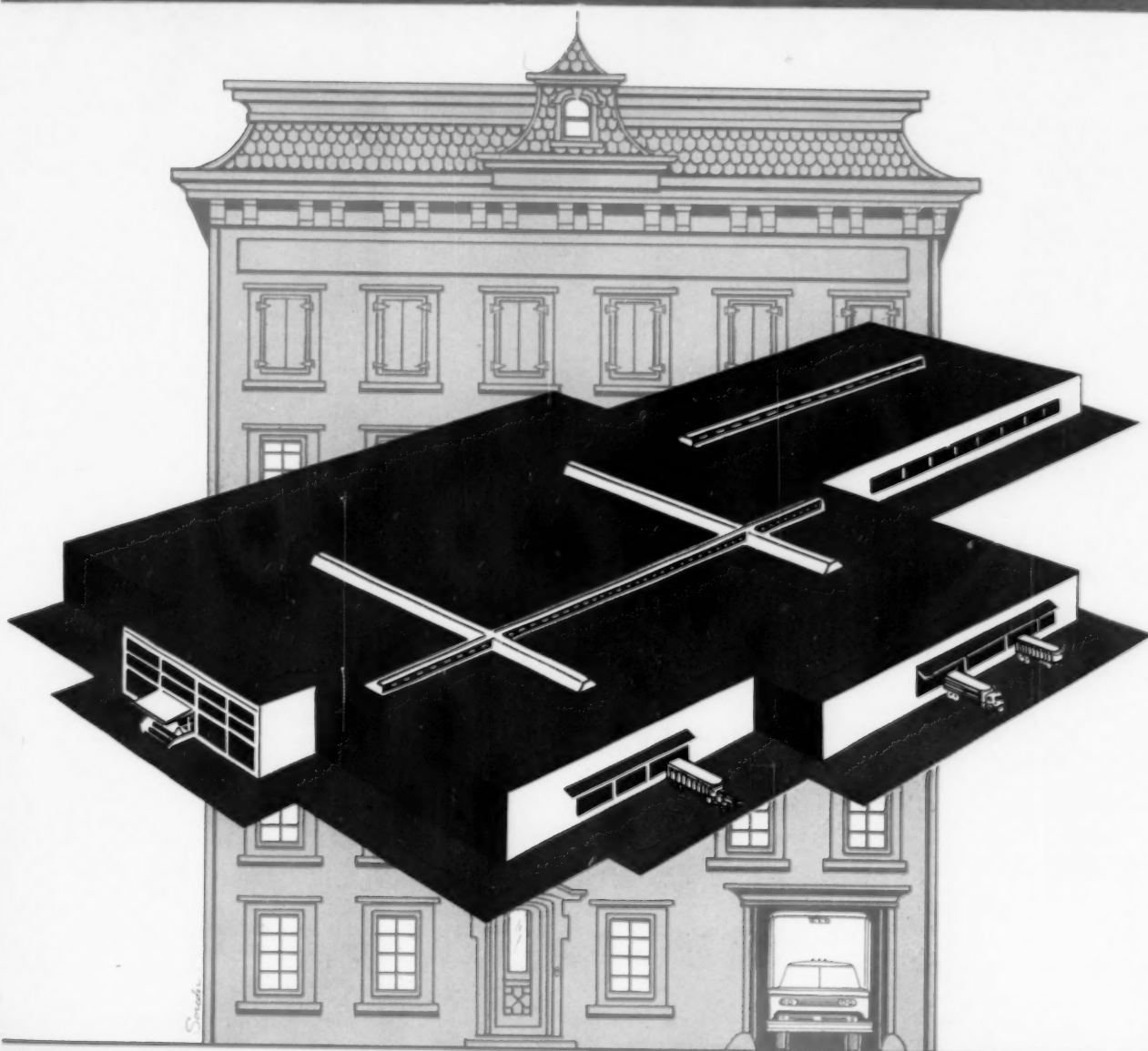


# DA DISTRIBUTION AGE

A CHILTON PUBLICATION

AUGUST 1959



Warehouse Modernization Ideas



## ***The Stage Before the First Stage!***

America's major missile launching pads are served directly on land by trucks — and *only* by trucks. The missile that rides skyward to outer space rides first on a motor truck . . . sometimes all the way across the country. A transcontinental ride for such a "mystery" cargo is just what you'd expect in a land where everything you can think of travels by truck . . . where the business man, the farmer, the storekeeper, the housewife — *everyone* depends on truck transport.



## **AMERICAN TRUCKING INDUSTRY**

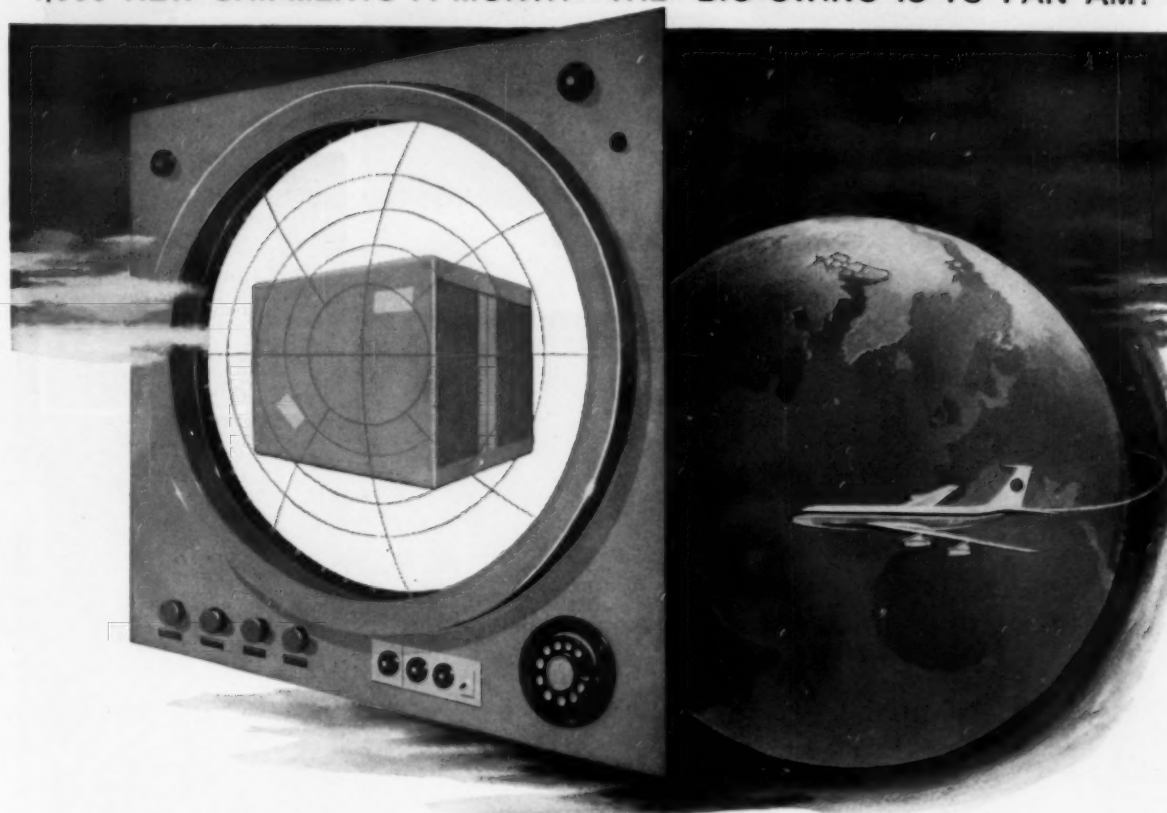
American Trucking Associations, Inc., Washington 6, D. C.

**THE WHEELS THAT GO EVERYWHERE**





1,000 NEW SHIPMENTS A MONTH—THE BIG SWING IS TO PAN AM!



## **Your goods are "tracked" every step of the way**

**The Pan Am Profit Lift spells an end to lost shipments, laborious tracing, costly delays!**

The world's *most experienced* air cargo carrier lifts shipping worries off your shoulders!

Example: *experts* "shepherd" your shipment from departure to delivery.

And that is only the beginning! For the five big "extras" of the Pan Am Profit Lift add up to *the most complete, convenient and cost-saving shipping service ever offered by ANY overseas cargo carrier*. ONLY Pan Am gives shipper and consignee all this:

**FASTEST DELIVERY TO ALL THE WORLD.** No other airline can match Pan Am's number of *direct* flights to all 6 continents. Because no other airline can offer Pan Am's frequency of coverage of world air routes. Result: no unnecessary transshipments, no time-wasting layovers.

**WORLD'S FASTEST, SUREST RESERVATIONS.** You can check available space on *any* Pan Am flight from the U. S. in just 4 seconds, thanks to "PAT"—electronic Pan Am Teleregister. Reserved or unreserved, *all* Clipper\* Cargo is expedited.

**WORLD'S MOST MODERN AIR FLEET.** On *any* Pan Am flight, your goods go "first-class"—are delivered in *showcase* condition. Pressurized and temperature-controlled planes "baby" delicate cargo.

**"DOORSTEP" SERVICE FROM ANYWHERE IN THE U. S.** If your town has a highway, railroad or airport, you can ship overseas by Pan Am. Just call your cargo agent, forwarder or nearest Pan Am office.

All this and a Jet Assist, too! For soon Pan Am will add *Jet Clippers* to the Profit Lift!

For that next shipment call your cargo agent, freight forwarder or Pan Am *today*.

# **PAN AM CLIPPER CARGO**

\*Trade Mark, Reg. U. S. Pat. Off.

**FASTEST DELIVERY TO ALL THE WORLD**



LINK-BELT overhead Trukveyor mechanizes this

# sorting center for 42 supermarkets

TRUKVEYOR TOWING ATTACHMENTS can be easily engaged and disengaged by hand. Free-rolling ball bearing trolleys are assembled on a strand of long-lasting Link-Belt Rivetless chain.



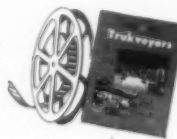
LINK-BELT OVERHEAD TRUKVEYOR at Marsh Foodliners, Inc., warehouse is 970 ft. long. There are 42 carts in motion at one time . . . merchandise is unloaded from moving carts by a lift truck.

## Continuously moving system simplifies receiving, storing, shipping at Marsh Foodliners Warehouse

Forty-two supermarkets in two states are kept supplied by this huge warehouse in Yorktown, Indiana. Despite tremendous tonnages, handling is fast and economical. Link-Belt overhead Trukveyor quickly transfers incoming loads to storage areas . . . moves sorted loads from storage to shipping docks. The smooth-traveling Trukveyor minimizes physical effort, avoids time-con-

suming congestion.

Find out how overhead or in-the-floor Trukveyors can improve *your* handling, provide safe material movement, speed dispatching and sorting. Write Link-Belt Executive Offices for color-sound film and/or Book 2497.



MADE IN A BEARING PLANT BY BEARING SPECIALISTS. Precision-made Link-Belt ball bearing trolleys are designed to maintain continuous rolling contact in all positions of operation. Hardened, concentrically ground raceways, accurately cage-spaced balls, frictionless labyrinth seals—all assure smooth trolley operation.

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IN-THE-FLOOR AND OVERHEAD TRUKVEYORS

LINK-BELT COMPANY: Executive Offices, Prudential Plaza, Chicago 1. To Serve Industry There Are Link-Belt Plants and Sales Offices in All Principal Cities. Export Office, New York 7; Australia, Marrickville (Sydney); Brazil, Sao Paulo; Canada, Scarboro (Toronto 13); South Africa, Springs. Representatives Throughout the World.

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AUGUST 1959

# DISTRIBUTION AGE

Vol. 58, No. 8

ESTABLISHED 1901

AUGUST 1959

## CONTENTS

### FEATURES

- |   |    |
|---|----|
| <b>Warehouse Eases Strike Problems</b> .....  | 35 |
| Steel users joined forces with a public warehouse to stockpile enough steel for their needs |    |
| <b>Spotting a New Warehouse</b> .....   | 36 |
| Having decided to enter public warehousing in America, this firm settled in California      |    |
| <b>Let's Look at a New Public Warehouse</b> .....   | 37 |
| Given the chance to begin the "warehouse life" all over again, here's what one man did      |    |
| <b>Let's Take a Look Inside</b> .....   | 38 |
| Inside view of the new warehouse that replaces six old-style buildings with peak efficiency |    |
| <b>Warehouse Reclaims Muddy Land for Firm Foundation</b> .....                              | 40 |
| Engineers used pilings with cement caps to change muddy land into a firm base for warehouse |    |
| <b>Emery Puts Long Life in Concrete Floors</b> .....  | 42 |
| You might include emery in plans for a new floor, it can give you a smooth or abrasive one  |    |
| <b>Automatic Storage Cuts Space and Labor</b> .....   | 43 |
| This new push-key storage and handling system directs loads to 4800 storage compartments    |    |
| <b>New Tread Wheels Ahead</b> .....   | 44 |
| This new polyurethane tread takes a rough beating without stops for change or maintenance   |    |
| <b>Forwarder Cuts Paperwork with Microfilm</b> .....  | 45 |
| You can put vital information on film in a fraction of the space now provided for records   |    |
| <b>Pole Constuction Brings Down Costs</b> .....   | 54 |
| Pole-type warehouses may provide solutions to the many problems facing warehouse planners   |    |
| <b>Plan Your Yard When You Plan Your Plant</b> .....  | 56 |
| Don't let planning stop at the wall of your plant, consider the outside from storage angle  |    |
| <b>How We Modernized a Multi-Story Warehouse</b> .....                                      | 58 |
| This company decided against a one-story branch warehouse in the suburbs, here is why       |    |
| <b>Materials Flow Through Sound-Conditioned Warehouse</b> .....                             | 60 |
| The smooth interrelationships of this management team make this distribution plan possible  |    |
| <b>Warehouse Designs Economy in Straight Flow Pattern</b> .....                             | 62 |
| Specialists in warehousing planned the functional flow design for this modern warehouse     |    |
| <b>The Steamship Conference Rate System—Part III</b> .....                                  | 64 |
| This is a discussion on the salient points of the Shipping Act of 1916 and conferences      |    |
| <b>Some Problems in Classification of Freight—Part V</b> .....                              | 66 |
| Three problems, from a new traffic book, give you a chance to review classification rules   |    |
| <b>Straddle Trailer Cuts Turnaround Time to Fraction</b> .....                              | 68 |
| Hydraulics have a lot to do with the operation of this straddle carrier that can cut costs  |    |
| <b>Containerization in Spot at TTMA Meeting</b> .....                                       | 69 |
| ICC chairman optimistic about future of integrated transportation, growth of TOFC seen      |    |
| <b>How to Choose Your Reefer Equipment—Part II</b> .....                                    | 70 |
| Be sure to consider cost, weight, space, heat resistance before you pick a reefer system    |    |

### DEPARTMENTS

- |                                    |    |                                      |    |
|------------------------------------|----|--------------------------------------|----|
| <b>Chuting the News</b> .....      | 7  | <b>Men in the News</b> .....         | 33 |
| <b>On the Line</b> .....           | 13 | <b>New Products</b> .....            | 46 |
| <b>Yakkety Yak</b> .....           | 14 | <b>Advertisers' Literature</b> ..... | 51 |
| <b>Washington DA</b> .....         | 16 | <b>Distribution Aids</b> .....       | 52 |
| <b>Coming Events</b> .....         | 24 | <b>Within the Law</b> .....          | 82 |
| <b>Letters to the Editor</b> ..... | 28 | <b>Warehouse Spotlight</b> .....     | 84 |

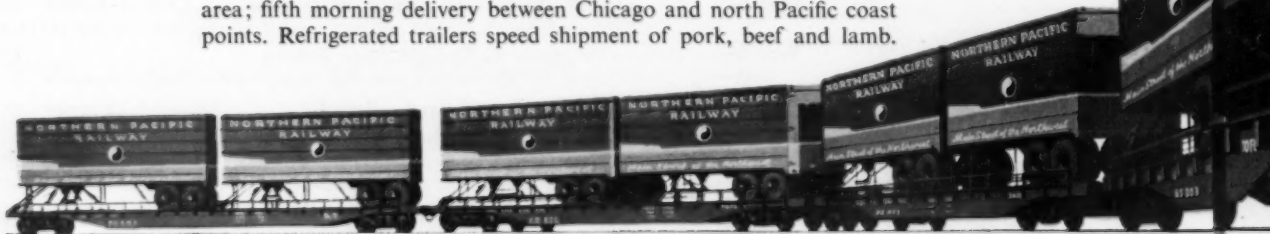




**BOX CAR FIGURES** tell the story of Northern Pacific's freight-car program. Total expenditure this year: \$11 million. Before the year has ended, NP will have added 650 box cars,

200 heavily-insulated cars with damage-prevention equipment, 50 mechanical refrigerator cars, 50 TOFC cars and 99 covered hoppers to its fleet of freight equipment. Photo shows assembly line at company's Brainerd, Minnesota, car shop.

**BROADER "PIGGYBACK"** service now extends from Chicago to Seattle. Fourth morning delivery is offered between Twin Cities, Duluth-Superior and Seattle-Tacoma-Portland area; fifth morning delivery between Chicago and north Pacific coast points. Refrigerated trailers speed shipment of pork, beef and lamb.



If you have a shipping problem or are looking for a choice industrial site, chances are we can help you. For a quick reply, call your local NP traffic representative or write Otto Kopp, Vice President—Traffic, Northern Pacific Railway, St. Paul 1, Minnesota.

# NORTHERN PACIFIC—really terrific!



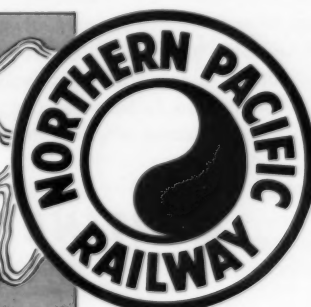
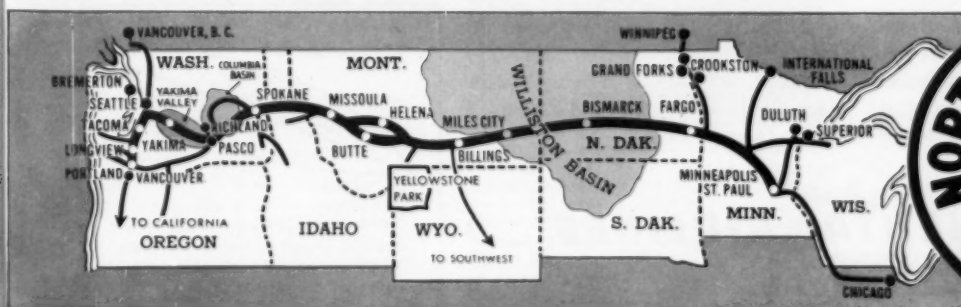
D MANIFEST NUMBER OF TRAIN			E NATURE OF SHIPMENT			F DESTINATION		
NORTHERN PACIFIC RAILWAY COMPANY PASSING REPORT OF WESTBOUND SHIPMENTS ST. PAUL, MINN.								
A ORIGIN OF SHIPMENT	C CAR NUMBERS	B CAR INITIALS	G LAST PASSING POINT					
MORaine, O.	NYC	151234	MFST	29	STOVES	SEATTLE	NORTHTOWN	5
IVORYDALE	MILW	706837	MFST	36	SOAP	TACOMA	NORTHTOWN	6
LOUISVILLE	C&NW	81288	MFST	26	LIQUOR	HELENA	NORTHTOWN	4
AKRON, O.	PENNA	32754	MFST	18	TIRES	PASCO	NORTHTOWN	5
DETROIT	WAB	14798	MFST	32	MOTORS	YAKIMA	NORTHTOWN	7

**KEEPING TABS** on freight shipments long has been a vital part of NP's service and these electronically assembled "Car-Tab" Reports have made information available to

shippers more speedily than ever. For quick, accurate information about deliveries, just call your nearest Northern Pacific traffic office. Detailed data is issued every working day.



**NO WAITING!** Maintenance needs get prompt attention on NP. A continuing program keeps equipment and facilities in top operating condition. Here, a crew works on track ballasting. Streamlined method, pioneered by NP, uses a locomotive-drawn sled to skeletonize track and to plow new ballast under ties.



**NOW ON CONTINENTAL AIRLINES**

# GOLDEN JET CARGO SERVICE



**Continental's Custom-Built Boeing 707**

*1959 is the Silver Anniversary Year of America's Gold Carpet Airline*

## SAME-DAY DELIVERY between CHICAGO and LOS ANGELES

Ship via Continental's Golden Jets and get same-day delivery—3 hours 40 minutes from Los Angeles to Chicago!

But the Golden Jet offers you more than just speed. For example, its cargo compartments are pressurized and temperature-controlled to let you ship anything with confidence.

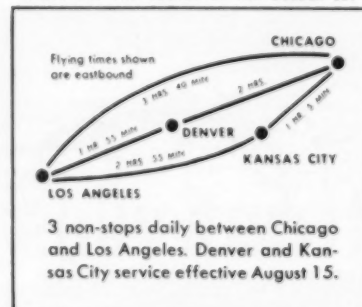
In addition to Golden Jet Cargo Service, Continental offers Jet Power

Viscount II and DC-7B service to most of the major cities of the West and Southwest.

Because all our passenger flights carry cargo, our passenger timetable is your freight schedule. For additional information contact your local freight forwarder, or write: Mr. Elden D. Brown, Cargo Sales Manager, Continental Airlines, Stapleton Field, Denver, Colo.

**NEW!** Low deferred freight rates now available between Chicago, Kansas City, Denver, Los Angeles

THESE ARE THE ROUTES OF THE GOLDEN JET



# CHUTING THE

# NEWS

## Highway Interchange Group To Hold 1st Annual Meeting

The First Annual Membership Meeting of the National Motor Equipment Interchange Committee will be held at the Hotel Muehlebach, Kansas City, Mo., Sept. 10-11.

On the opening day, the Subcommittee on Equipment Rental Charges, under Chairman C. James McCormick, will meet. This group recommends standard charges between 500 motor common carriers who are a part to the agreement.

—DA—

## Streamlined Documentation

The International Association of Ports and Harbors at its convention in Mexico City went on record in support of streamlining documentation in foreign trade. The action was taken following a report by San Francisco Port Director Carl M. Smith. An interim committee will study the problems.

—DA—

## CAB Member Speaks Before Air Freight Cartage Group

Louis J. Hector, a member of the Civil Aeronautic Board, was a featured speaker at the annual Air Freight Cartage Conference of Air Cargo, Inc.

Hector suggested that air cargo's fullest development might best be promoted through open-market competition without "burdensome" regulations. He also suggested that some government subsidy still would be needed as an interim measure until air cargo is self sustaining.

## New Railway Express Agency Agreement Approved by Railroads; Goes to ICC

The express-carrying railroads have approved a new standard operations agreement with the Railway Express Agency, Inc.

The agreement is set up to become effective the first of the month following approval by the ICC. It would run through December 1973. Certain major changes in operations would be made during the next two years. Further changes would take effect on July 1, 1961. The reorganization would be completed on Jan. 1, 1963.

—DA—

## REA Starts Piggy-Back Service

The Railway Express Agency, Inc., has inaugurated the use of piggy-back for express shipments. Truck trailers are loaded with express to and from New York and 338 points in Rhode Island and lower Massachusetts. Shipments move more quickly by integrating highway transport with New Haven Railroad piggy-back.

## Heads World Ports



Newly elected president of the International Assn. of Ports and Harbors, Lloyd A. Menveg (right), is shown with John Ivar Dahlin, outgoing president, during the Association's Second Triennial Meeting in Mexico City. Menveg is director of the Port of Los Angeles Board of Harbor Commissioners. Dahlin is director of the Port of Halsingborg, Sweden

REA, with some qualifications, would have complete freedom of line-haul routing of express traffic. There would be no fixed or historical distribution of traffic among carriers for line haul movement. This, according to W. B. Johnson, REA president, is expected to give the shipper better service and the Agency better financial return.

"It is anticipated that under the new operations, the Agency would be put in a sounder financial and operating condition," Johnson said. "Accordingly, there would be the important opportunity to extend and enhance for express shippers throughout the nation and the world the many fundamental advantages of . . . complete single-carrier services. . . ."

—DA—

## Packaging Institute Meeting

Packaging of dairy products will be the theme of the second special meeting for Professional Members of the Packaging Institute, Inc. The meeting will be held in Chicago during September. The meeting is open to professional members and those who have applied for this type of membership.

(Please Turn Page)



## Chuting the News . . .

(Continued from Preceding Page)

### Lund Re-Elected Chairman of ATA Claim Council; 9 Truck Lines Receive Claim Prevention Awards

John V. Lund, director of claims for Roadway Express, Inc., was re-elected chairman of the National Freight Claim Council at the group's 22nd Annual Meeting.

Also unanimously re-elected was Grant D. Nelson, general claims agent for Ringsby Truck Lines, Inc., who is the first vice-chairman. James L. Boies, vice president-claims and insurance, Carolina Freight Carriers Corp., was elected second vice chairman.

The Council, an affiliate of the American Trucking Associations, Inc., also re-elected 13 regional chairmen. Reginald C. G. Witt was reappointed acting executive secretary.

Trophies were awarded to nine truck lines and a \$250 award to one association for claim prevention. ATA President J. Robert Cooper made the presentations at the Annual Banquet in Detroit.

First-place trophies were awarded to the Carolina Freight Carriers Corp. in Class A; the Security Cartage Co., Class B; and Duff Truck Line, Inc., Class C.

The cash prize, the P. M. Greenberg Award, was given to the Charlotte (N. C.) Freight Claim Association.

*Greyhound Bus Lines has started a package express service from Chicago, Cincinnati, Fort Wayne and Detroit to points in Canada.*

### Canadian Export Change

U. S. business firms which export to Canada must use new documentation forms beginning Oct. 1. Consolidated Freightways has prepared a booklet explaining the new forms. Copies may be obtained at local terminals or by writing to "Canadian Export Forms," Western Region Sales Department, Consolidated Freightways, Portland 8, Ore.

### Associated Traffic Clubs Completing Meeting Plans

The Associated Traffic Clubs of America is completing plans for its 36th Annual Convention.

The meetings will be held Sept. 20-23 in Baltimore. In addition to business sessions, several outstanding social events have been planned. On Sept. 20 there will be a tour of Annapolis. This will be followed by a "Nightcap Party," sponsored by the Traffic Club of Baltimore.

A boat trip and tour of the harbor, an oyster roast, and several luncheons also have been scheduled.

### NS Savannah, Pioneer Nuclear Ship, Launched

Mrs. Dwight D. Eisenhower on July 21 launched the N.S. Savannah, first nuclear-powered merchant ship.

The ship, built by the New York Shipbuilding Corp., Camden, N. J., was a joint project of the Department of Commerce Maritime Administration and the Atomic Energy Commission.

The ship was proposed by the President to demonstrate the intent of the U. S. to employ the atom for the benefit of mankind. The ship will not be delivered until Jan. 1960.

A combination passenger-cargo vessel, the ship can carry 60 passengers and 9500 tons of cargo.

### ATA Driver Award



Carl C. Crim has won the 1959 Driver of the Year Award for heroism and safety as recognition of his 26 years of accident-free driving marked by life-saving efforts on and off the nation's highway. Crim drives a tank truck for Hugh Breeding, Inc., Tulsa, Okla. Vice President Richard M. Nixon is shown congratulating Crim. Visiting Nixon with Crim were his wife and Ray G. Atherton, general manager of The American Trucking Assns., Inc.

### Legislative Line-Up

*Following is a brief summary of legislative items pending in Washington. The status reported is as of July 28.*

**AIRPORT CONSTRUCTION**—Public Law 86-72 authorizes federal aid to airport construction at the rate of \$63 million a year for two years.

**ALASKA CARRIERS**—Commerce Committee in the House has concluded hearings on H. R. 6244, which will affect the status of Alaska carriers. The committee may approve this bill instead of S. 1509, which would allow grandfather rights to motor carriers and freight forwarders serving Alaska. Senate floor action is awaited on S. 1508, to put the Alaska R. R. under ICC jurisdiction.

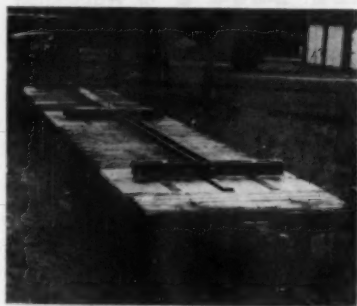
**COMMON OWNERSHIP**—Bills dealing with common ownership of transport modes apparently will get no further attention in this congressional session. Senate Surface Transportation Sub-committee has scheduled no action on these measures since its hearings on June 23.

**DUAL RATES**—Additional House Merchant Marine Committee hearings on steamship conference rates are likely. The Committee in July heard testimony on the dual rate system by shipping industry spokesmen.

**TAXATION OF INTERSTATE COMMERCE**—A measure to restrict state taxation of out-of-state businesses may be approved by Senate Finance Committee. The aim would be to prevent a state from taxing a seller which has no office, warehouse, or other business location in that state.



## Freight Car Cushion



Tests currently are being made on a new long-travel cushion underframe for freight cars in a move to counteract the more than \$100 million annual bill paid by railroads for damage to lading. The new Pullman-Standard hydraulic gear allows 30 in. of travel at either end of the car to dissipate impact shocks permanently. Recoil effects do not occur.

## Van Line Orders More



Twenty-five furniture vans, built to special requirements, have been ordered by Global Van Lines, Inc. Each of the 35 ft trailers has a loading space of 2500 cu ft. All are flat-top construction. A cargo control system consists of steel tracks installed horizontally in rows along the side of the trailer, with simple fittings for attaching web strap assemblies to the track, and steel end socket fittings for a wood 2 by 4 second deck beam or shoring bar. The vans are being built by Dorsey Trailers.

## News Briefs

A special cut-rate toll schedule for unloaded truck tankers and open-body trucks has been discontinued by the New York State Thruway Authority. The special toll rate did not attract a significant number of empty-trip vehicles.

An order for 149 diesel trucks has been placed with Mack Trucks, Inc., by Bell Lines, Inc., Charleston, W. Va.

A new record in the trucking industry, 3,000,000 miles without an accident, has been set by Denver-Chicago drivers. The record was compiled by drivers on the new Los Angeles to Chicago run via Kansas City.

Roadway Express, Inc., Akron, Ohio, has opened new terminals in Clarksdale, Miss., and Decatur, Ala. The two additions bring the Roadway terminal total to 72 in its 27 state system.

A forty door freight terminal, garage, and office building at 4740 S. Whipple St., Chicago, Ill. is the new headquarters of Michigan Express, Inc.

Pan American Airways has inaugurated one-day jet cargo service between the Americas.

Signing of a \$3,000,000 contract with Douglas Aircraft Co. for conversion of six DC-7 airliners to all cargo carriers is announced by United Airlines.

Containerships, Inc., has qualified for loan and mortgage insurance under Title XI of the Merchant Marine Act of 1936 for the construction of two roll-on, roll-off ships for coastwise service.

The Aviation Safety Award for an "outstanding 1958 safety record" has been presented to Delta Air Lines, Atlanta, Ga.

Cleveland Freight Lines, Inc., has initiated a profit sharing plan for all of its 50 employees.

Increased earnings of not less than \$13,400,000 annually, before federal income taxes, are contemplated by a merger of the Erie Railroad and the Delaware, Lackawanna and Western Railroad according to a joint application filed by both roads with the ICC. The name of the merged company will be the Erie-Lackawanna Railroad Co.

Space has been leased at the 11 State St. premises of William P. Higgins Trucking Co., New York, N. Y., for use by British Overseas Airways Corp.

Pacific Intermountain Express has assumed temporary management control of Bond Trucking Co., South Gate, Calif.

In recognition of its 1958 safety program, the Illinois Central Railroad has won a National Safety Council Public Safety Activities Award.

Oregon Nevada California Fast Freight, Inc., and Southern California Freight Lines opened a new terminal at north Palm Springs at 65-105 Dillon Rd.

## Wooden Pallet Manufacturers Adopt 4-Point Program to Benefit Customers and Industry

A four-point development program was adopted by the National Wooden Pallet Manufacturers Association at its 13th Annual Meeting.

The program consists of vertical pallet grades, an inspection procedure, a specification analysis service, and a pre-award survey.

In another action at the San Francisco meeting the members instructed the president to set up two committees to study the creation of a mill inspection system similar to that used by lumber trade groups.

Executive Vice President William H. Sardo, Jr., reported that the industry is enjoying prosperity that equals the best in its history. Order backlogs are growing.

President Thomas N. DePew reported to the 92 industry representatives. He compared the wooden pallet in materials handling to the paper bag in retailing. He viewed the pallet as "the indispensable key to the tremendous benefits for all industries in unit load handling, as well as all modern material handling methods."

*The U. S. St. Lawrence Seaway Development Corp. reports that 2,787,000 tons of cargo moved through the St. Lawrence River canals during June. Cargo movement through the Welland canal for the month totaled 3,977,000 tons.*

## ICC and FMB Reject Joint Land-Sea Shipping Rates

A proposal to set up all-inclusive highway-sea shipping rates between mainland points and Hawaii has been rejected.

The plan would have enabled freight to move between points in California, Idaho, Montana, and Utah and Honolulu on one bill of lading with one charge. It was rejected by the Interstate Commerce Commission and the Federal Maritime Board, however, because neither agency has jurisdiction over such joint rates.

## NDTA Convention Oct. 12

The National Defense Transportation Association will hold its 14th Annual National Convention and Logistics Forum from Oct. 12 to 14 at Seattle, Wash. Sessions will be held at the Olympic Hotel.

# SECURITY STORAGE COMPANY of Washington

## *Safeguards* New Suburban Depository with modern **ADT** *Automatic* protection



*"When we built our Suburban Depository, we naturally turned to ADT to give us the same protection we have considered so helpful and reassuring in our Washington warehouse. I can think of no better way for a warehouseman to sleep comfortably at night than to know that your system is on the job."*

*Philip Lamm Hore*  
PRESIDENT

Erected in 1890, Security's main warehouse in the heart of the Nation's Capital is the oldest of its type constructed for storage of household goods. Its 235,000 square feet are now supplemented by new facilities completed last year in the Bethesda-Chevy Chase area of Maryland.

As modern as 1960, the suburban depository has 35,000 square feet of storage area, spacious yards, 180 linear feet of covered loading platform, pallet boxes for storage and home delivery, and the finest automatic protection to safeguard buildings and customers' goods against fire and burglary.

Based on years of happy experience with ADT Protection in the main warehouse, Security officials turned to ADT to provide a similar combination of *Automatic Services* for the new structure. Doors, windows and all points of entry are guarded by ADT Burglar Alarm Service to summon police *automatically* should burglars attack. ADT Sprinkler Supervisory and Waterflow Alarm Services maintain a constant check on the water supply to sprinklers and *automatically* summon fire-fighting forces when the system operates.

*May we show you what ADT can do for you?*

An ADT specialist will show you how these and other combinations of *automatic services* can give you protection for property, profits, customers' goods and employees' jobs—at lower cost than less effective measures. Call our local sales office if we are listed in your phone book; or write to our Executive Office.



Controlled Companies of

**AMERICAN DISTRICT TELEGRAPH COMPANY**

A NATIONWIDE ORGANIZATION

Executive Office: 155 Sixth Avenue, New York 13, N. Y.

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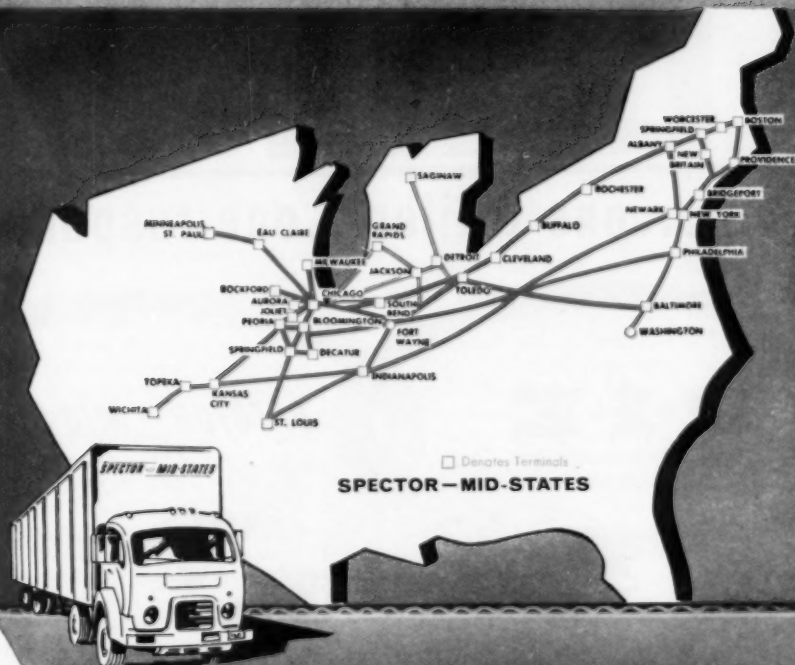
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you need to compete  
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Daily scheduled service on your small shipments to more than  
30,000 markets throughout the nation . . . (and overseas, too!)

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# **WE'LL GO**

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*dependable cross-country service*

*on your small, volume and truckload shipments*

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---

**one bill...one trailer...one responsibility**



# **FOR YOU**

---

***Phone your nearest terminal for points, rates, pickup***



# On the Line—



## "A Wage Freeze?"

The day that the steel strike started we visited a large warehouse operator. He had just signed a new union contract. "These men—semi-skilled labor—now will gross \$7100 a year, including fringe benefits," he said.

"Wow! We know college graduates who . . ."

"Yes, I also know a lot of men who don't make much more," he interrupted. "Well, let's forget it. At least we won't have a strike for a while."

Because the warehouse operator was reluctant to discuss the matter, we didn't get to find out if this wage demand was the will of the union members or just the officials.

For weeks prior to the steel strike daily newsmen were polling steel workers on their attitudes about wage increases. The reports we heard or read were that most steel workers were satisfied with their wages and didn't want to strike for that reason.

It clearly was the wish of the officials.

The Steel Union is very flexible in citing reasons for wage increase demands. In the past, when mechanization and new plant equipment boosted productivity, *high production* was the argument.

When the *cost of living* was rising, that was the excuse. With the relative stability of the Consumers Price Index during the past year, and productivity fallen off, the union can't use those arguments. Now it's "ability to pay."

But *ability to pay* and *low productivity* are bound to result in higher steel prices. American industry simply cannot grant certain segments of labor more money without affecting all others. This forces *inflation*.

We must stop inflation. We cannot pile up new costs and "charge it" to the nation. The only people we will make happy are the foreign commodity manufacturers. They will undersell us in world and domestic markets.

Walter Reuther is the best example. He is the best salesman the foreign automobile makers ever had. Our import of foreign cars is increasing. Our own midget models, due this Fall, won't turn the tide *if steel prices go up*.

The only answer we can see is a government

order to freeze wages. That we hate to see. We are against government intervention. But what else?

## "This Particular Ship"

For 19 days, the Port of Philadelphia was tied up because longshoremen refused to unload bagged sugar on pallets from the freighter *Caribe*.

When the daily papers broke the news, we were shocked—for we had seen Philadelphia longshoremen handle palletized cargoes countless times before. What then was the trouble?

Well, here's what the arbitrator had to say after watching the unloading operations for about three hours:

"My decision must be for the union. I am satisfied that the use of pallets on this particular ship is unsafe.

"One trouble is the ship is old and narrow. The men can't get out of the way of the bulky pallets. I didn't like the way the harnesses on the pallets were working in all but one of the holds.

"Then I asked them to use slings. They worked much better. I could see no compromise."

Well, the arbitrator agreed with the union. But note it was just for "this particular ship."

"Similar small vessels have been, and still are, unloaded with pallets and nobody got hurt," one of the port officials told us. "The maritime interests 'stuck to the book.' The union did not. There it was wrong."

That's another opinion.

We have but one observation to add: During the closing days of the strike, Captain Bradley, boss of the East Coast longshoremen, came to Philadelphia. He had the chance to be the Great White Father and draw cheers from the union members, who support him, by defending them. He never showed his face. Maybe he didn't agree with the local.

Dollar losses of this strike are estimated to be \$9,500,000. Forty ships were tied up. Cargoes piled up, affecting shipper and consignee. Dependent businesses and workers suffered; including 1100 sugar refinery employees.

That's some record for "this particular ship"!

*H. W. Greene*

EDITOR

Advanced planning  
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## A NEW TECHNOLOGY IN MOVING ...*anything, anywhere*

Every move by GLOBAL VAN LINES is made *twice*.

First, a "dry run" rehearsal by a Materials Handling Engineer. He methodically *plans* the move...from loading to final installation of equipment. All your moving problems are solved in *advance*. Costly delays are eliminated. GLOBAL VAN LINES "engineers" your move to *save* you time, money and effort. Move anything, anywhere...the *modern* way. Call your GLOBAL AGENT.

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Inc.



# Yakkety Yak

By Ye Editor

★ A group of unwilling pickets were carrying signs. One sign read:

O-U-S-T-I-D

S T R I K E

... A fellow striker kidded him about the spelling of "Ousted."

... "Dope! They're initials. They stand for 'Our union started this idiotic darned ...'"

SENSE?—Part of our taxes go to farmers for parity price supports. Yet, our cotton mills pay 20 per cent to 25 per cent more for raw cotton than our government charges foreign buyers.

CONTAINERS—The greatest idea in shipping and storage containers today is that based on the modular panel concept.

... For example, nine different sizes of side panels will provide 15 different sizes of containers.

... They stack flat. They assemble quickly. They're reusable. They cost less than similar sizes of prefabricated containers.

... A descriptive booklet is available. Write Ye Editor.

BELT USERS—Write B. F. Goodrich in Akron if you would like to get for free one of the best manuals on conveyor and power belt maintenance that we've seen in years.

DOG-GONE!—Bill Brown was the laziest and Ernie White was the most forgetful of all the freight handlers in the business.

... The warehouse manager came upon them as they trudged along one of the aisles, Bill about five steps behind Ernie. "What are you men doing?" he asked.

... "Taking this damaged crate back to the receiving area."

... "What crate?" asked the puzzled boss.

... Ernie pooled behind him, scratched his head and said, "Dog-gone! We went and forgot it!"

REMEMBER?—Today is the day you worried about yesterday.

## TULSA-HOUSTON-SAN FRANCISCO

# "On the Seaboard!"

These cities may seem rather far removed from the Seaboard right-of-way, but as far as representation goes, each is as much "on line" as any in the territory served so well by our road.

The men you see here have up-to-the-minute knowledge of Seaboard's freight operations. When you're shipping "S.A.L." to or from the Southeast, get in touch — and keep in touch — with them. They can do a great deal toward showing you that Seaboard is a road with which you'll want to continue doing

business. No phase of your freight picture is too small to receive the prompt, accurate attention to detail they know it deserves.

Have you thought about the Seaboard Southeast as a branch manufacturing or distribution center? These representatives will take the facts you give them, transmit them to Seaboard's Industrial Department, and soon you'll have a kit of up-to-the-minute, usable plant site information — tailored for you — at no expense or obligation whatever.



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Remember, a local telephone call and you're  
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CHATTANOOGA, TENN.	1015 James Bldg.	AMherst 6-3758
CHICAGO, ILL.	1460 Marquette Bldg.	STate 2-2195
CINCINNATI, OHIO	1803 Carew Tower	MAin 1-5061
DETROIT, MICH.	1207 Lafayette Bldg.	WOodward 2-8404
KANSAS CITY, MO.	1204 Fairfax Bldg.	VIctor 2-4747
LOUISVILLE, KY.	320 Heyburn Bldg.	JUniper 4-3413
MEMPHIS, TENN.	922 Exchange Bldg.	JAckson 6-7067
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# SEABOARD

## AIR LINE RAILROAD



THE ROUTE OF COURTEOUS SERVICE





# WASHINGTON

# DA

By Ray M. Stroupe, *Chilton Washington News Bureau*

**WOULD LIMIT INQUIRY**—Spokesmen for truckers urge the ICC to omit trucking subsidiaries of railroads in considering Ex Parte MC-55. The case is an inquiry into regular and irregular route motor common carrier operations. More freedom in selecting routes and service has been suggested. The American Trucking Assns., Inc., takes no position as to the advisability of proposed changes, where independent truckers are affected. But ATA opposes such changes in subsidiaries' certificates.

**STAFF CHIEF CHOSEN**—Guidance for the Senate Commerce Committee transportation study is to be provided by Maj. Gen. John P. Doyle. The formal appointment of the retired Air Force officer as staff director was revealed in July.

**BACKS UNIFORM TERMS**—Uniform terms of office for members of the ICC and certain other agencies are prescribed by S. 1965. The bill would affect the Federal Trade, Communications, and Power Commissions, Civil Aeronautics Board, and ICC. Members of the ICC, FTC, and CAB now stay in office until their successors have qualified. Membership on the FCC and FPC is ended on expiration of the member's term of office. S. 1965 gained Senate Commerce Committee approval in July.

**HEAVY BOOMS REQUIRED**—All general purpose dry cargo ships to be built with government aid must have one cargo boom of 60-ton capacity. The U. S. Maritime Administration now is requiring that one hold be served by a 60-ton boom and at least three holds by 10-ton capacity booms.

**LOAN GUARANTY ASKED**—Awaiting ICC approval is an application from the New York Central R. R. for guaranty of a \$40-million loan. This loan, the largest involved in the ICC loan guaranty program, would cover part of the costs of three large electronic yards and nine centralized traffic control projects. Estimated cost of these capital improvements is \$70 million. Eight insurance companies are to be the lenders. The Central is to pledge bonds as loan security.

**SURVEY CONTRACTS LET**—Contracts are let by the Commerce Dept. on four parts of its full-scale survey of U. S. transportation. R. L. Banks and Associates, Washington, D. C., will look into cost structures and cost-finding procedures; J. H. DeVeau, Sumner, Md., merchant marine policies; Dr. J. C. Nelson, Washington State College, entry controls in surface transport; and United Research Inc., Cambridge, Mass., economic regulation under the Federal Aviation Act. Reports to the department are due by Oct. 1.

**COMES IN FOR LOAN**—A new loan guaranty request has been filed with the ICC by the Atlantic and Danville Railway Co. The company is asking for ICC guaranty of a loan of not more than \$800,000. One purpose given for the loan is the reimbursement of the carrier's treasury for capital improvement spending since Jan. 1, 1957.

**EXAMINE DUAL RATES**—Ocean freight matters, particularly dual rates, are to be examined at length by a House Judiciary subcommittee. Chairman Celler, D., N. Y., intends to start public hearings on these subjects in New York early in October. Hearings may last six to eight weeks. Celler calls the dual rate system "an important antitrust problem." His group, he says, will weigh the antitrust exemption accorded the maritime industry to find if corrective laws are needed.

**RAIL MERGER DESIRED**—Public hearings may be scheduled by the ICC in September on the proposed Erie R. R. and Lackawanna R. R. merger. The Erie and the Delaware, Lackawanna and Western anticipate post-merger earnings of at least \$13.4 million a year, before taxes. To reduce operating costs, the roads would improve their freight yards and build connecting tracks, bridges, and more communication lines.

**PLANES TO BE SOLD**—Going on sale soon are 110 government-owned C-46 cargo aircraft. Fixed price for these twin-engine planes is \$50,000 to \$60,000 each. Cargo capacity is 6 short tons. Dates of the sales can be obtained from the National Bidders Control Center, Kelly AFB, San Antonio, Tex.





## *Are your \$2/hr. men waiting for 30¢/hr. equipment?*

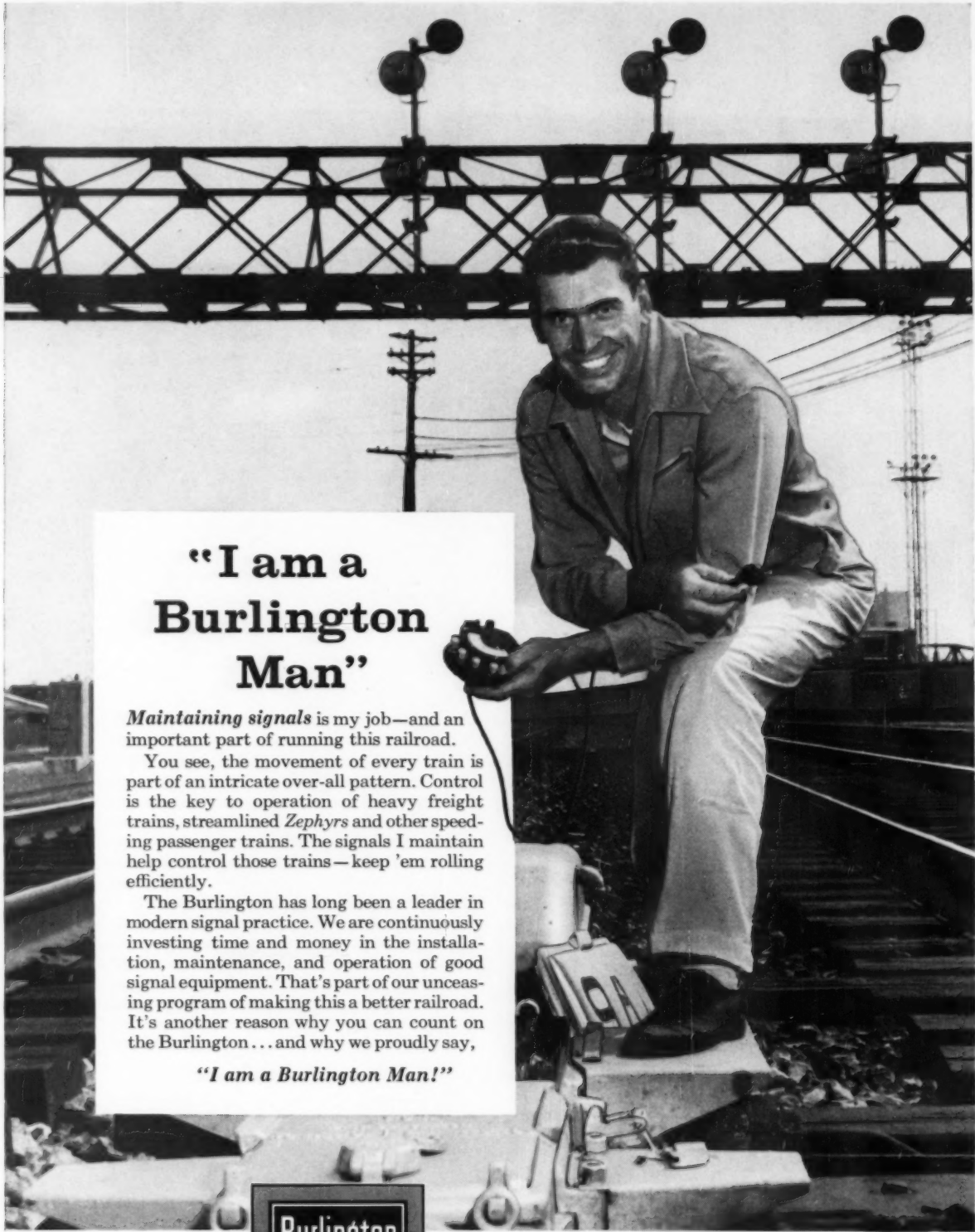
It actually may cost you less than 30¢ an hour to own and operate a Clark Powrworker®. In arriving at our figure we included such "extras" as cost of charging equipment, 6% interest on the money you have invested in the equipment, an additional 2% interest as a miscellaneous expense, even the cost of current to recharge batteries. This was all over and above the normal charges of: cost of truck, depreciation, insurance, taxes, and freight.

But even at this "high" figure of 30¢ per hour . . . can you afford to keep manpower waiting for lack of sufficient equipment? In pure economics, it makes good sense to give your men the trucks

they need . . . especially since it costs so little to own and operate a Clark Powrworker. Possibly, our headline should have read: "Give every man his own truck!" Startling? True. But we can show you figures to prove that this bold action is highly profitable.

Surely worth investigating. Send for the 16-page Powrworker booklet. We'll include the name and phone of a local representative who can review our figures with you in detail. Write or wire: Powrworker, Clark Equipment Company, Battle Creek, Michigan.

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*Maintaining signals* is my job—and an important part of running this railroad.

You see, the movement of every train is part of an intricate over-all pattern. Control is the key to operation of heavy freight trains, streamlined *Zephyrs* and other speeding passenger trains. The signals I maintain help control those trains—keep 'em rolling efficiently.

The Burlington has long been a leader in modern signal practice. We are continuously investing time and money in the installation, maintenance, and operation of good signal equipment. That's part of our unceasing program of making this a better railroad. It's another reason why you can count on the Burlington... and why we proudly say,

**"I am a Burlington Man!"**

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News from your



# ANALYSIS MAN



## B. F. Goodrich All-Purpose tires speed operations for American Airlines

First to reach an American Airlines plane after landing—and last to leave before take off—is the tractor generator (above). It supplies power while the engines are stopped. Speeding the whole operation are B.F. Goodrich All-Purpose pneumatic tires. The new All-Purpose tread grips on all hauling surfaces, indoors and outdoors. Because it's pneumatic, the All-Purpose cushions the ride, protects load and floors, equipment and driver. If these are advantages you need and want in an industrial tire, the new All-Purpose may be your answer.

## I can save you up to 50% on industrial tire costs



All-Purpose and "wired" tires are just 2 examples of the specialized industrial tires B.F. Goodrich makes. As your trained Tire and Wheel Analysis man, I know which tires are best for you. My survey of your operation costs nothing—can pay big dividends in money saved on tire costs. Mail the coupon today for my FREE services and tire recommendations.

*Specify B.F. Goodrich tires when ordering new equipment.*

## New pneumatic is "wired" for puncture protection



Here's money-saving news from B.F. Goodrich for every industrial tire user plagued with puncture problems and the resulting high tire costs and work delays. B.F. Goodrich pneumatic tires now come "wired" for puncture protection. Under the tread is a shield of steel wire mesh that protects the tire body from puncturing objects. Abrasive scrap materials are no longer the problem they once were. No more premature tire failures—no more costly delays.

You may have the kind of severe operating conditions that these B.F. Goodrich "wired" pneumatics are designed to override. To find out, mail the coupon below.



## Smileage!

The B.F. Goodrich Company  
Department TW-758, Akron 18, Ohio

- ☐ Please send me information on All-Purpose tires.
- ☐ Please send me information on "wired" pneumatic tires.
- ☐ Please have my Tire and Wheel Analysis man call.

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STREET \_\_\_\_\_

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# B.F. Goodrich industrial tires

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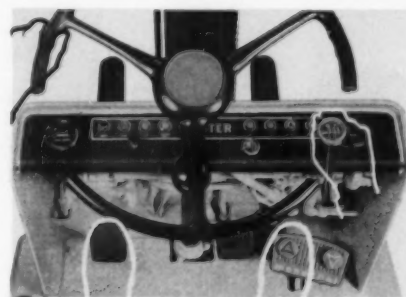
**Announced in June—**

## **Hyster *monotrol* trucks are already at work in warehouses and industrial plants from coast to coast.**

Acceptance of the new Hyster SpaceSaver 3,000, 4,000 and 5,000 lb. trucks with *Monotrol* control system is even exceeding earlier expectations. In warehouses and industrial plants from coast to coast the new Monotrol trucks are setting new standards of production, safety, and handling economy. The ease of moving more tonnage with less operator effort and greater safety is the story being told by each new owner. Contact your Hyster dealer for a demonstration or write to Hyster Company, P. O. Box 847, Danville, Illinois, for the illustrated brochure.



**HYSTER COMPANY**  
INDUSTRIAL TRUCK DIVISION



**What is Monotrol?** It is a revolutionary control system that frees the operator's hands for full-time steering and load control. A single right foot pedal controls forward-reverse and speed. A left foot pedal controls precision inching. Push-buttons control automatic parking brake and transmission engagement for complete safety.

FACTORIES: Portland, Ore. • Danville, Ill. • Peoria, Ill. • Kewanee, Ill. • Nijmegen, The Netherlands • Glasgow, Scotland • Sao Paulo, Brazil • Sydney, Australia (licensee)

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# FRUEHAUF TRUCK BODIES

*The Biggest Line*

*The Fastest  
Delivery*

*The Most  
Options*



Associated Transport, Inc., New York, N. Y., is one of the many highly-pleased users of new Fruehauf "Cube□King" Truck Bodies.

With Fruehauf's full line of truck bodies, truck owners from coast-to-coast can get immediate delivery. It's the most complete selection ever offered . . . available at any one of 150 Fruehauf Branches, distributors and dealers.

The Fruehauf line includes closed or open top smooth panel steel "Cube□King" bodies (straight-frame or wheel-housing), aluminum "Cargo☆Star" units with beaded or exterior post design, and sliding-panel steel "Work-Saver" beverage bodies. Single or double rear doors, side doors, tailgates, accessories and fittings, and many other optional features are available at low-cost.

The rugged steel "Cube□King" is low in price and immediately available in many lengths. The economical aluminum "Cargo☆Star" requires little maintenance over a period of many years. It is available with either steel or aluminum crossmembers.

And Fruehauf service doesn't end with quick delivery. No matter where you are, you are near expert repair work and constantly available factory parts. Painting, lettering, and washing facilities are also available at point of purchase.

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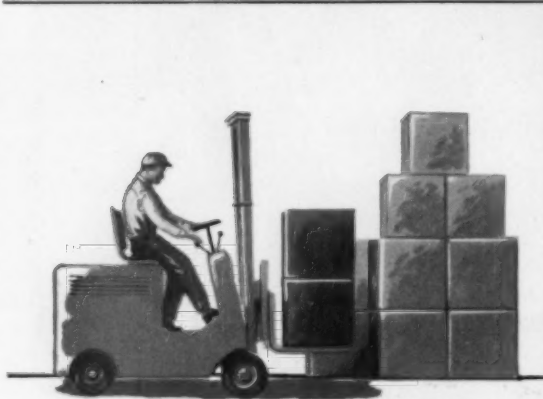
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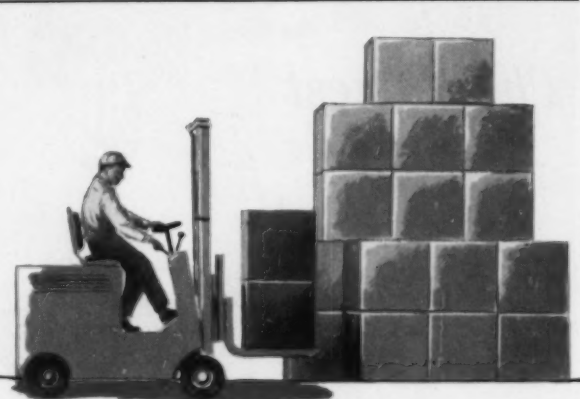
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# YOUR Electric Truck BATTERY

Exide Industrial Division, The Electric Storage Battery Company, Philadelphia 20, Pa.



Equip any electric industrial truck with an Exide-Ironclad Battery ...



... and you boost its work capacity ... earn a bigger investment return.

## EXTRA POWER IN EXIDE-IRONCLAD GETS YOU MORE WORK FROM YOUR PRESENT SIZE FLEET

Put a more powerful battery in any electric industrial truck and you boost its work capacity. Multiply the boost by the size of your fleet and you get an idea of just how much more valuable Exide-Ironclad Batteries can make your trucks.

Each Exide-Ironclad Battery now packs at least 25%, up to 44%, more power than the most powerful truck batteries previously sold. So if you want more truck work capacity, you can get it from your present size fleet. Equipped with new Exide-Ironclad Batteries, each of your present trucks can handle more per shift, move it farther, work longer hours ... in other words, they can do more, much more, than they ever did before.

### Improved battery construction

Exide-Ironclad tubular plate batteries have proved their superiority in thou-

sands of applications. Today they feature new, more advanced tubular construction that dramatically improves performance and extends life potential. This is the latest step forward in the 50-year progress of Exide-Ironclad Batteries. The new armored porous tubing holds the active material even more firmly captive against loss. Greater porosity improves access of electrolyte for sustained high-load capacity. And inside, where vital current flows from the positive plates, Exide's patented Silvium alloy resists corrosion as much as 100% longer than other commonly used alloys.

Now each positive plate in Exide-Ironclad Batteries packs more power

into the same battery space. Battery materials are used more efficiently for greater power per dollar. Here, truly, is today's outstanding battery value for electric industrial trucks.



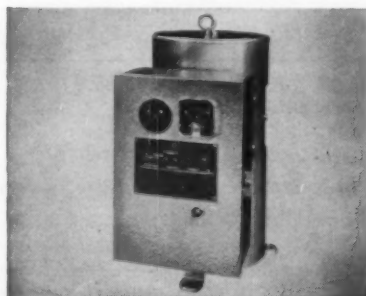
50 years of constant improvement have gone into today's Exide-Ironclad Battery. Latest advance is the improved tubular construction of the positive plate. Skillful application of the most modern, virtually ageless, materials means longer lasting battery power in industrial truck service than has ever before been possible.

For more details on the new Exide-Ironclad Batteries, write for a copy of our 8-page, illustrated brochure #6230

### Exide Complete Power Package...includes chargers too

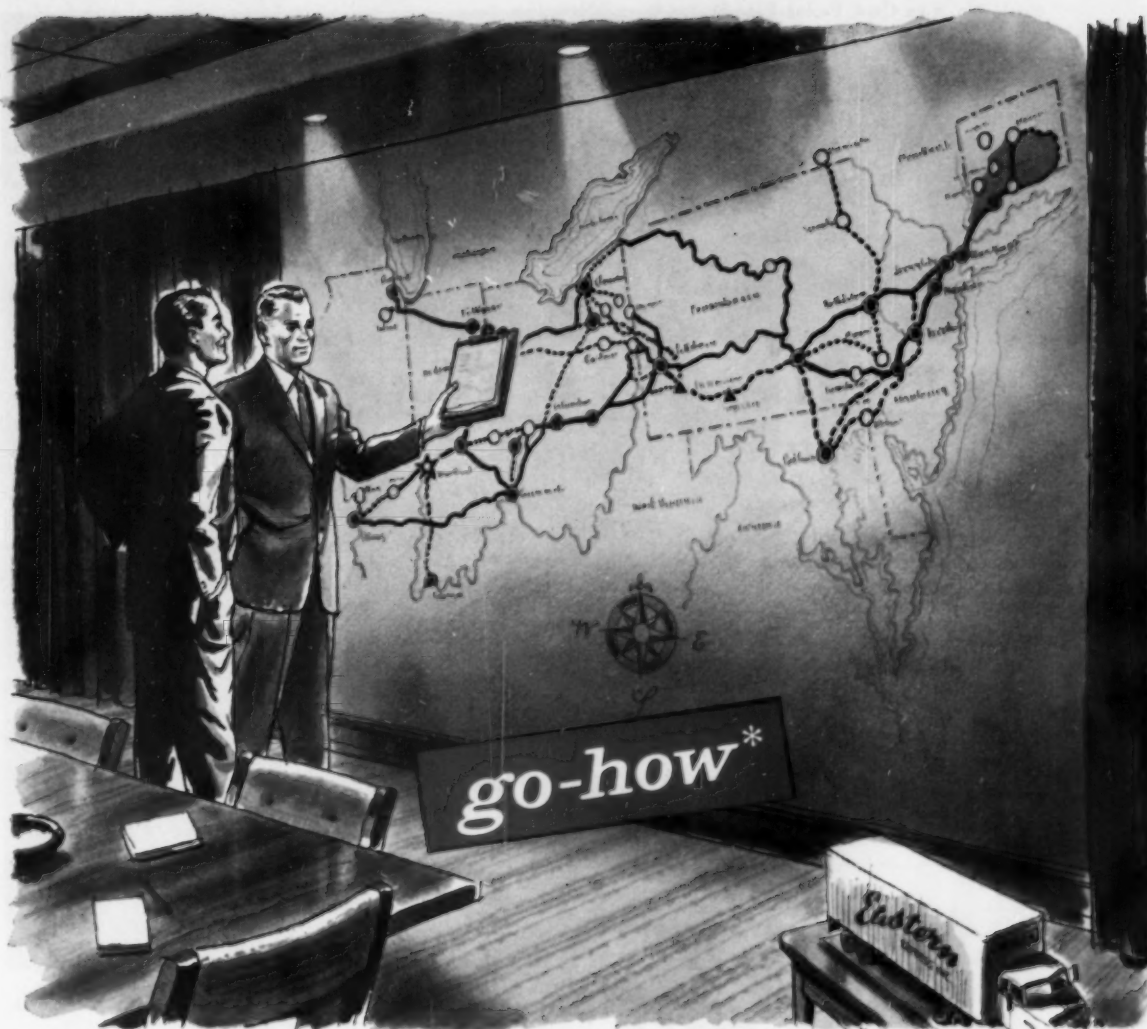
For all the value and economy Exide can offer you, make sure you get chargers from Exide too. That way, you get the complete Exide power package. New Exide vertical-design chargers are specifically designed for industrial truck use. Available in a full range of ratings for all trucks, and with operating features unmatched in the field. They save two-thirds in floor space required. Can be wall mounted. Operate cleaner, so

they need less upkeep. In addition, you get the advantage of reliable, thorough and regular Exide service for both batteries and chargers. Write for new brochure giving complete information.



# Exide®

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*It puts your product anywhere along this major trading route...*

You say where, *on-route* or *off* . . . and expect dock-to-door deliveries, "on the button" for time, for place, for cost. Flexibility plus; normal operating procedure with Eastern Express, Inc.

*\*go-how—a combination of advantages to shippers:*

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- 2 million consecutive miles without an accident
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- Service . . . our first thought in planning or completing your shipment

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### THE NEW STEVEDORING TRUCK

FTS60-24 — 6,000-lb capacity — Diesel, LP Gas or Gasoline

**Quickly Removable Counterweight** reduces weight to 6,250 lb for easy handling by crane with limited capacity.

**Greater Ground Clearance** (either 3 or 6 in.) permits traveling over rails, other obstructions.

**Rugged Construction Throughout** is typified by the automotive-type frame and Allis-Chalmers heavy-duty industrial engine. There's plenty of capacity to do the job, month in and month out.

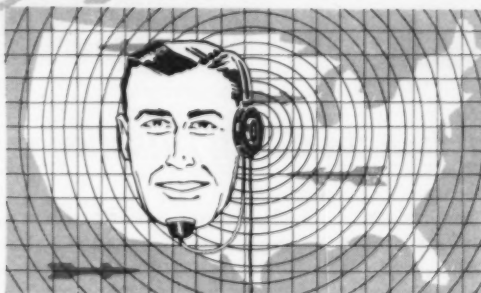
Find out more about these new Allis-Chalmers stevedoring trucks from your dealer. Ask for Bulletin BU-476. Allis-Chalmers, Milwaukee 1, Wis.



# ALLIS-CHALMERS

BH-117

Stay Ahead—Always Ship... **RINGSBY ROCKET**



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### MAJOR TERMINALS

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St. Louis	Central 1-3731
Kansas City	Humboldt 3-9759
Denver	5-5251
San Francisco	ACome 2-5761
Los Angeles	Widow 4-4481
San Jose	Widow 2-4730
San Francisco	EXbrook 2-1955
Oakland	Olympic 4-1574
Los Angeles	Angelo 3-3192

## Coming Events

- Sept. 9—Southern Traffic League, Annual Meeting, Jacksonville, Fla.
- Sept. 14-17—National Truck Leasing System, Hotel Ambassador, Chicago.
- Sept. 18-19—Southeastern Warehousemen & Mover's Assn., Annual Meeting, Dinkler-Tutwiler Hotel, Birmingham, Ala.
- Sept. 20-23—Associated Traffic Clubs of America, Annual Convention, Lord Baltimore Hotel, Baltimore.
- Sept. 22-23—American Short Line Railroad Assn., Annual Meeting, Washington, D.C.
- Sept. 23-24—Central Claim Conference, Kansas City, Mo.
- Sept. 27-29—Movers Conference of America, Annual Assembly, Netherland-Hilton Hotel, Cincinnati, Ohio.
- Oct. 4-8—New York State Warehousemen's Assn., Convention, Whiteface Inn, Lake Placid, Whiteface, N. Y.
- Oct. 5-7—Industrial Truck Assn., Fall Meeting, Lake Placid Club, Essex County, N.Y.
- Oct. 6-7—National Assn. Shippers Advisory Board, New Orleans, La.
- Oct. 7—Assn. of Lift Truck & Portable Elevator Mfrs., Fall Meeting, Lake Placid Club, Essex County, N. Y.
- Oct. 11-14—National Defense Transportation Assn., Annual Convention and Logistics Forum, Olympic Hotel, Seattle, Wash.
- Oct. 16-17—Heavy-Specialized Carriers Conference, Hotel Biltmore, Los Angeles.
- Oct. 18-23—American Trucking Assn., Annual Convention, Statler Hotel, Los Angeles.
- Oct. 20-22—Caster & Floor Truck Mfrs' Assn., Annual Meeting, Dayton, Ohio.
- Oct. 20-22—Eastern Industrial Traffic League, Annual Meeting, Prince George Hotel, New York City.

### Shippers Advisory Boards

- Sept. 9-10—Southeast, Jacksonville, Fla.
- Sept. 10-11—Pacific Coast, Berkeley, Calif.
- Sept. 15-16—Allegheny, Canton, Ohio.
- Sept. 15-16—Ohio Valley, Louisville, Ky.
- Sept. 16-17—Trans-Mo-Kansas, St. Joseph, Mo.
- Sept. 17-18—Pacific Northwest, Spokane, Wash.
- Sept. 21-22—New England, Poland Springs, Me.
- Sept. 22-24—Southwest, Little Rock, Ark.
- Sept. 23-24—Atlantic States, Rochester, N. Y.
- Nov. 10-11—Central Western, Denver, Colo.

### To Paris with M-H



From October 13 to 25, Paris will be the focal point for materials handling problems. During those dates the Second Congress on Material Handling and the Eighth International Material Handling Exhibition will be held. More than 400 French firms will take part in the sessions and exhibition





"We began Flexi-Van shipments from our Springfield, Mass., plant to Chicago as soon as service was started," says President Edward J. Breck of John H. Breck Inc. "Our three Shampoos, Banish, Creme Rinse and many other hair preparations are in glass bottles; a rough ride could be trouble. So we decided to check the smoothness of Flexi-Van. We sealed an impact recorder in one van. It showed so little movement we thought at first the recorder was broken."

**Edward J. Breck says:**

**"We ship Breck Hair Preparations by FLEXI-VAN—  
so smoothly it fooled our 'bump recorder'"**



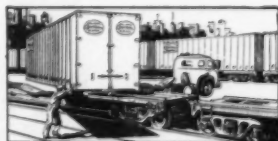
Philip L. Sherman, Breck Traffic Manager (right), frequently checks random shipments. The impact recorder he is showing Mr. Breck fits in any carton, can be carried in any part of the van where impact must be measured.



In addition to smooth shipping for glass-packaged Breck Preparations, Traffic Manager Sherman uses Flexi-Van for speed. He gets second-morning delivery in Chicago, has been able to cut shipping expenses to Chicago about 30%.



Your freight is loaded, locked in under your supervision.



Van boards freight at trackside. Transfer time, 4 minutes.



Shipment rides low, well cushioned aboard high-speed cars.



Beats trucks on long hauls. Two pick-ups or three deliveries.

**New York Central Railroad**

Write: R. L. Milbourne, N.Y. Central, 466 Lexington Ave., N.Y. 17, N.Y.

## Freight for our 2 new states goes great both ways via Great Northern

Long before Old Glory wore 48 stars—not to mention 50—Great Northern had developed a knack for handling goods for transshipment to and from Hawaii and Alaska. We're old hands at it now . . . and superbly equipped for the job.

Our rails span the top of the nation, connect the Midwest with principal Pacific Northwest ports—Portland, Longview, Tacoma, Seattle, Everett, Bellingham, Vancouver, B.C., to name but a few. We link more ports, east and west, than any other railroad.

Just name your cargo and its destination, and leave the rest to us. Write *G. D. Johnson, General Freight Traffic Manager, Great Northern Railway, St. Paul 1, Minnesota.*

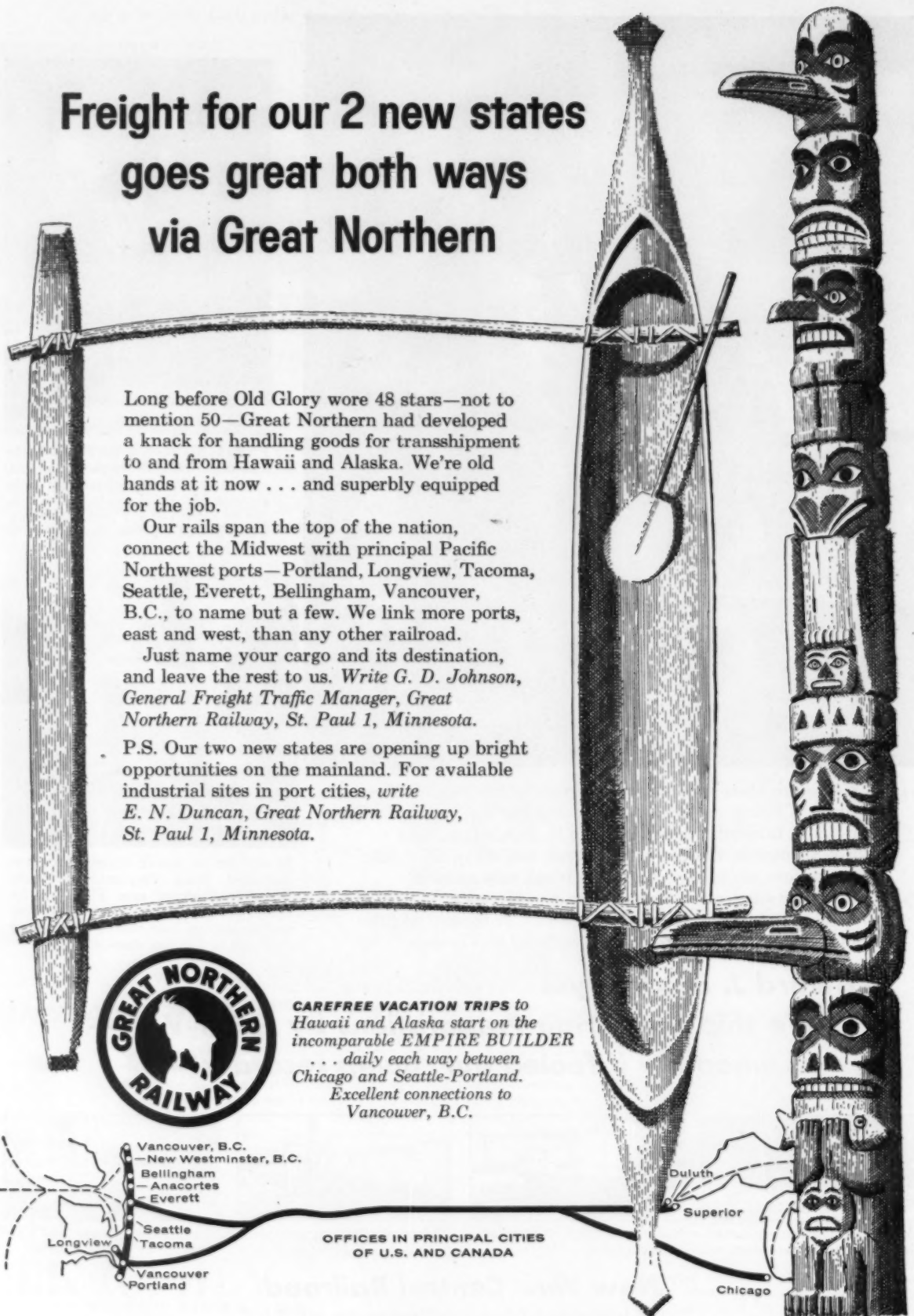
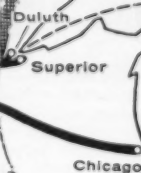
P.S. Our two new states are opening up bright opportunities on the mainland. For available industrial sites in port cities, write *E. N. Duncan, Great Northern Railway, St. Paul 1, Minnesota.*



**CAREFREE VACATION TRIPS** to Hawaii and Alaska start on the incomparable **EMPIRE BUILDER** . . . daily each way between Chicago and Seattle-Portland. Excellent connections to Vancouver, B.C.

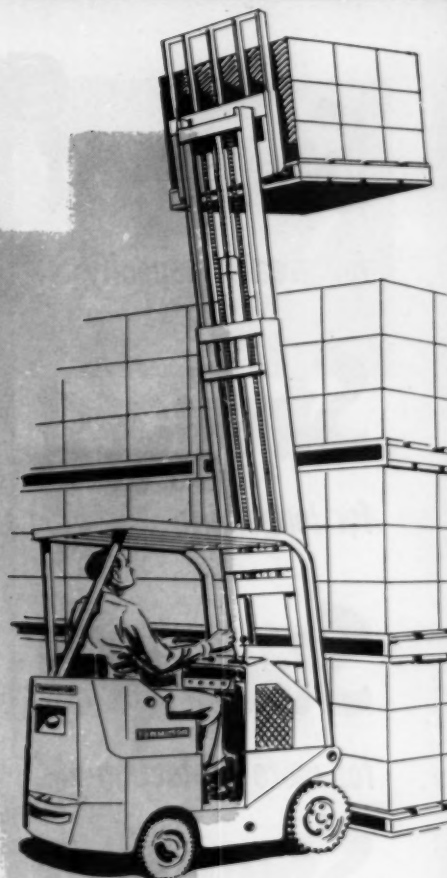


OFFICES IN PRINCIPAL CITIES  
OF U.S. AND CANADA





**LOW CEILING!** Less than six feet high, this Model 410 safely enters low-headroom vans, trailers, trucks and boxcars. And the new Towmotor High Free Lift Triple Mast—providing 65" of "free lift" at 180° of lift—permits floor-to-roof loading!



**HIGH CEILING!** Same fork lift truck stacks ton-loads of materials onto 12-foot tiers. Standard Towmotor Overhead Guard offers extra protection for operator. (Other models in "Van-Stack" series handle loads up to 3000 pounds.)



Introducing  
Towmotor "Van-Stack"  
Series Fork Lift Trucks

## New Towmotor does double duty!

You'll profit in many extra ways by owning a new Towmotor "Van-Stack" Series Fork Lift Truck.

"Almost unbelievable—but I saw it!" said an amazed MHI Show-goer who witnessed this double-duty lift truck in action in June. Thousands saw it drive in low-headroom trailer, load it to roof, then stack heavy units on 12-foot high tiers.

This truck (only 32" wide) zips through congested 3-foot aisles—maneuvers sharp corners—hustles big

loads indoors and out—and enters elevators for fast floor-to-floor service.

On top of all this, its increased hoisting speed, dual-entry convenience, powerful 4-cylinder "economy" gas or LP-gas engine, weatherproof instrument panel—and other exclusive Towmotor features—make it the foremost fork lift truck in 2000-3000 pound class! Ask for "Van-Stack" Series Folder SP-25. Write Towmotor Corporation, Cleveland 10, Ohio.



LEADERS FOR 40 YEARS IN BUILDING  
FORK LIFT TRUCKS, CARRIERS AND TRACTORS

Gerlinger Carrier Co. is a subsidiary of Towmotor Corporation

Circle No. 9 on Card, Facing Page 51, for more information



# Strongest

for greater capacity

# Strongest

for longer life

# Strongest

for more protection

# Strongest

for lasting appearance

## DELUXE

### STEEL SHELVING

# strongest

because . . .

. . . the shelves are constructed to increase *structural strength* by coping corners to fit around the closed uprights, which are of I-beam construction. Deluxe shelves are formed with a continuous flange, "box-lid type" design for *greater stability*. Reinforced shelves, a Deluxe exclusive, have factory-embedded steel bars returned on the end flanges, adding *maximum rigidity*.

The film strip shows some engineered features that contribute to the greater strength of Deluxe steel shelving. With patented boltless shelf brackets, it is fast to assemble, fast to rearrange. Call your local Deluxe dealer for details or write us for new Deluxe shelving catalog No. 284.

**DELUXE METAL PRODUCTS COMPANY • WARREN 24, PENNA**

A Division of The Royal Manufacturing Company  
Circle No. 10 on Card, Facing Page 51, for more information

DM-59-01

## LETTERS

TO THE EDITOR

### Potted Palms

To The Editor:

Your "On The Line" item concerning the "Odd-Ball Problem" carried in the July, 1959 issue of *DISTRIBUTION AGE* is not only amusing, but it is also interesting. Your traffic manager friend might try the following plan.

For the employee, he could set up a private office with walls painted a bright red; desk and chairs enameled in strong yellow; and tariff files painted pink. Then have a banana tree and a palm tree planted in wooden tubs painted light blue. On the door of the office, have a sign reading "Quiet please. Do not disturb." This procedure would take the odd employee out of circulation, yet retain him for the good work he does.

Seriously, though, employees of the type you mention—and we have had similar experiences — really need psychiatric treatment. There is some basic reason for such strange actions on the part of the worker.

Henry G. Elwell,  
President

Henry G. Elwell Associates, Inc.  
Elizabeth, N. J.

### No Payment

To The Editor:

A young couple came into our office and signed a storage proposal for bringing goods into storage. We sent our truck out, loaded the shipment, and we understand that at the approximate time the truck was ready to leave, three women, one who claimed to be the wife of the young man, pulled their car in front of our vehicle and called the police.

What transpired at the home we do not know, but our truck was held about one hour by the car in front of the truck. The police finally released our equipment. The men came into our warehouse with the goods.

The young lady who claims she owns the goods and is not living with her husband is named Mrs. P—. The goods were picked up in the name of Mrs. J—. The storage proposal was signed by that name. Mrs. P— followed the van to our warehouse and insisted that we deliver the goods back to her immediately. This was refused and we told her that the only way we could deliver the goods to her was through a court order.

Several days later we were served with a replevy order by the sheriff. Forty-eight hours later he came back with Mrs. P— and wanted us to release the goods to her without payment of our charges. We insisted that we were entitled to our charges even though a replevy order was issued.

We inquired from our attorney, who advised that it would be up to us as to how stubborn we wanted to be.

The deputy sheriff insisted we show him through our warehouse which we did. But since all our goods are palletized, the owner was unable to identify any household effects and the sheriff wanted us to advise him in which containers the goods were. Again we refused. Now we are being taken into court for an oral hearing.

Were we right in insisting that our charges be paid prior to releasing the goods? Of course, we will find out on (the day of our court appearance). But we wondered what your opinion would be, or do you have any information on file as to any such case as described here.

Meyer Levinson,  
President

Victory Storage Co., Van Lines, Inc.  
Philadelphia, Pa.

Quite obviously the law is well established in all states in the United States that the legal owner of merchandise has the exclusive right to possession. In other words, a thief, or other person, who has illegal possession of merchandise must, under any and all circumstances, give up without compensation possession to its rightful owner.

Therefore, a warehouseman who accepts for storage goods owned lawfully by a person other than the person who placed them in possession of the warehouseman, must give up possession of the goods, without any compensation, to the actual and lawful owner of the merchandise.—Leo T. Parker, DA Legal Consultant.

### Mobile Bins

To The Editor:

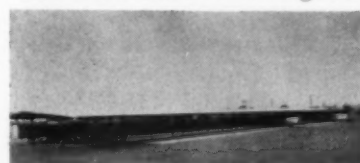
We enjoyed reading Mr. Boody's article in your May issue telling how mobile bins have solved the problem of handling ltl freight for Wilson Freight Forwarding Co.

Having designed the improved model illustrated on Page 56 of the article, including the unique locking device which securely fastens the mobile bin to the wall of the trailer, we at Hamilton would like your permission to reprint portions of the article.

Robert R. Lippert  
Vice President

The Hamilton Caster and Mfg. Co.,  
Hamilton, Ohio

### New Terminal in Los Angeles



The Denver Chicago Trucking Co., Inc., recently completed a new terminal in Los Angeles. It is located on an 18-acre tract in the L.A. industrial district. The 440-ft long dock will accommodate 96 vehicles at one time

# Good News For Shippers!

## FEDERAL BARGE ACQUIRES GULF CANAL LINE

Federal Barge Lines has acquired control of Gulf Canal Line, a common carrier barge line with headquarters in Houston.

Gulf Canal operates on the Intra-coastal Canal from Brownsville, Texas to Fort Myers, Fla. The combined FBL and Gulf Canal operations will extend over 5300 miles of waterways covering St. Louis and Chicago, Minneapolis, Sioux City, New Orleans, Houston, Mobile, Port Birmingham, Pensacola, Tampa, Fort Myers and intermediate points.



two great  
lines combine  
to give you better service!

The acquisition of Gulf Canal Line is another step in Federal's continuing program of progress that means better service for you, the shipper. If you aren't enjoying the benefits of lower-cost barge transportation, book your next shipment via FBL or Gulf Canal Line. Call . . .



## FEDERAL BARGE LINES, Inc.

611 E. MARCEAU ST. • ST. LOUIS 11, MO. • VERNON 2-4000  
Subsidiary: Gulf Canal Line, 6901 Avenue V, Houston, Texas, WALnut 3-9451

## Makes every haul a ball!

Dodge drivers have a happy talent for delivering their cargoes on time—and arriving in the best of spirits. One glance into a big, roomy Dodge cab shows you *some* of the reasons why. And you understand a lot *more* of the reasons when you thread a high-powered Dodge van through traffic or swing it up to a loading dock. Dodge steering, for instance, has a friendly ease that comes from its gear-before-axle design and shortest turning radius. There are suspended brake and clutch pedals, with hydraulically actuated clutch for easy operation . . . and more.

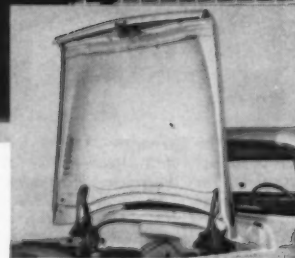
Want to be filled in on *all* the Dodge extra-value features? Talk to your Dodge dealer, see why . . .

today,  
it's real smart  
to choose **Dodge**  
**Trucks**



Dodge "Job-Rated" trucks make servicing easy, too! The exclusive Dodge full-width hood rises a full 90 degrees—it's like taking the top completely off the engine compartment. For routine checks of battery, oil and water, hood opens to a regular 45-degree angle. It's the industry's most functional hood!

Circle No. 11 on Card, Facing Page 51, for more information







**24 HOUR SERVICE...7 DAYS A WEEK...HOLIDAYS TOO!**

**IT'S THERE  
IN HOURS  
...AND  
COSTS  
YOU LESS!**

**SHIP BY  
GREYHOUND®  
PACKAGE EXPRESS**



Your packages go anywhere Greyhound goes...and Greyhound goes over a million miles a day! That means faster, more direct service to more areas, including many, many places not reached by other forms of public transportation.

What's more, Greyhound Package Express offers this service seven days a week...twenty-four hours a day...with

no delays by week-ends and holidays! Packages get the same care and consideration as Greyhound passengers...riding on dependable Greyhound buses on their regular runs. And you can send C.O.D., Collect, Prepaid—or open a Charge Account.

Call your nearest Greyhound bus station or write to Greyhound, Dept. E8, 5600 Jarvis Ave., Chicago 48, Ill.

**MAIL COUPON TODAY!**

The Greyhound Corporation, Dept. E8  
5600 Jarvis Ave., Chicago 48, Illinois

Please send me complete information on how Greyhound Package Express can help solve my shipping problems.

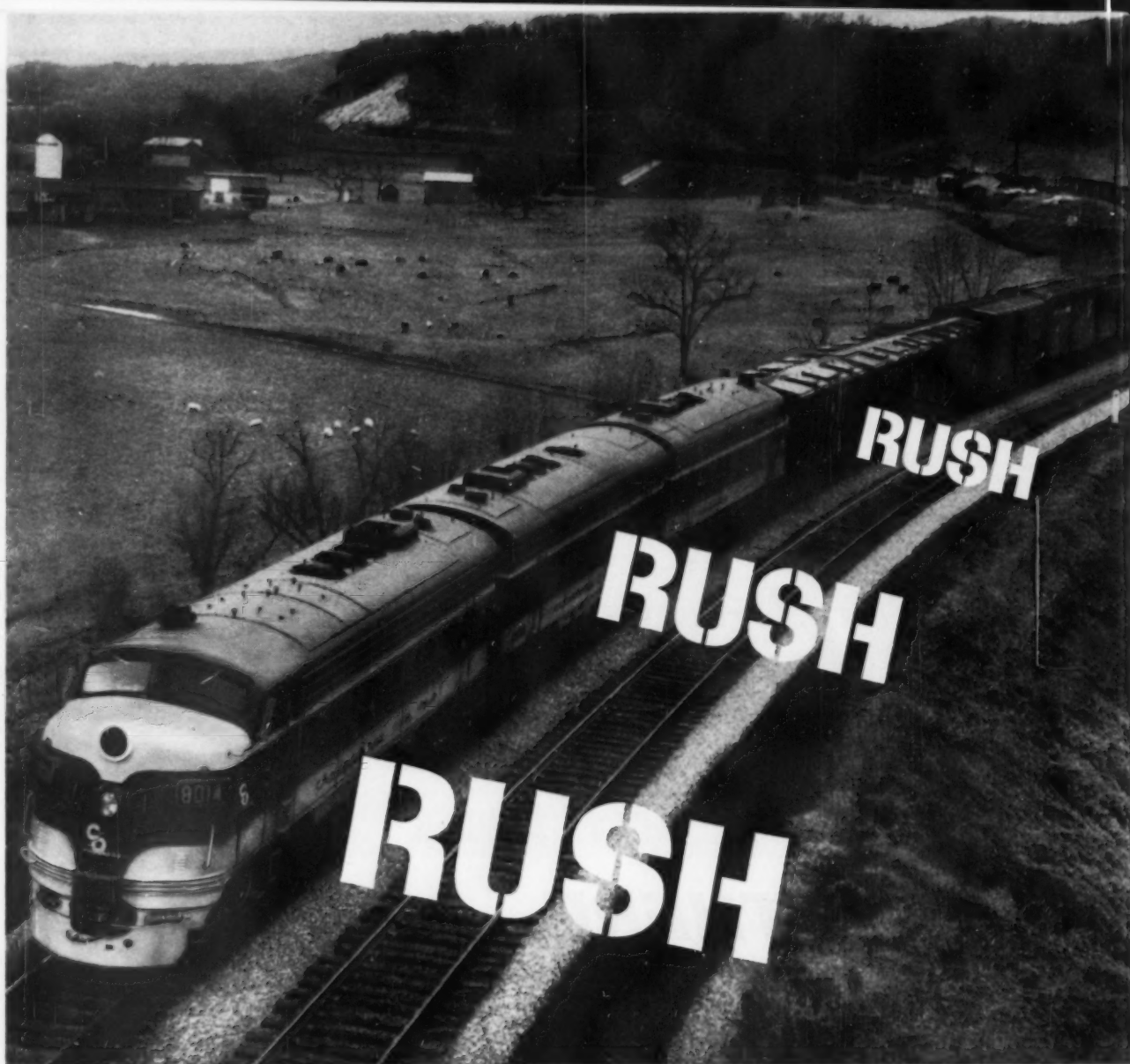
Name

Title

Firm Name

Address

Telephone No.



## CLIC makes "RUSH" click

The shipper's new line was "hot". Customers snatched the samples off the dealer's floor so fast the big problem was to replace them quickly enough. So, in collaboration with Chesapeake and Ohio Railway, the shipper organized a "crash program" to rush every shipment during the introductory period.

In the 25 days this program was in effect, C&O's CLIC (Car Location Information Center) supplied to the shipper nearly 1,400 teletype reports on the movements of more than 500 cars going to dozens of different cities. When the car was received; when it was deliv-

ered to the consignee or connection; and often an interim progress report.

This reporting service was so prompt and complete that not once did the shipper have need to ask for further information, and at the end, the Traffic Manager gave C&O an enthusiastic "Well done".

For prompt reporting of your regular shipments, or if you should have occasion to launch a "crash program" of your own for fast delivery, be sure to talk it over with your C&O Freight Traffic Man. See how easy it is when CLIC keeps a finger on every car movement.



Would you like a copy of a booklet describing CLIC? Just write:

**Chesapeake and Ohio Railway**

3800 TERMINAL TOWER, CLEVELAND 1, OHIO

SHIP C & O . . . AND WATCH IT GO!

## Traffic

**Robert J. Buttery**—appointed general traffic manager, Carpenter Steel Co., Reading, Pa.; **Luther T. Miller**—promoted to manager-warehouse inventories.



**Everett York**—named traffic manager - Danville, Ill., plant, Hyster, Co.

**Richard A. Stuart**—named traffic manager, Whitehall Laboratories, New York, N. Y.

**James J. Walsh**—joins Hudson Pulp and Paper Corp., New York, N. Y., as general traffic manager.



**Alfred S. Daviau**—is the new traffic manager, The Mennen Co., Morristown, N. J.

**William F. Schnaitmann**—appointed manager-Transportation Services Section, General Traffic Department, Montgomery Ward and Co., Chicago, Ill.; **Robert B. Maloney**—assistant general traffic manager-Field Traffic Operations Section; **McGlenn T. Holloway**—traffic manager, South Central Region; **Felix J. Gervais**—traffic manager, Oakland, Calif.; and **Frank A. Crow**—traffic manager, Baltimore, Md. Also, **Floyd V. Pollard**—traffic manager, Denver, Col.; **John M. Bruckner**—traffic consultant, North Central Region; and **Herbert H. Bowker**—routing supervisor, General Traffic Department, Chicago.

**George W. Cook** (shown)—promoted to newly created position of director-traffic and purchases, Owens-Illinois Glass Co., Toledo, Ohio; **Robert J. Mayne**—general purchasing manager.



**Richard D. Smith**—named to new position of transportation manager, Armour Alliance Industries, Alliance, Ohio.

## Transportation—Air

**John M. Van Dam**—appointed general manager, General Logistics Div., Aeroquip Corp., Burbank, Calif.

## —Highway

**E. J. Brown**—becomes director of claim prevention, Pacific Intermountain Express, Oakland, Calif.; **T. R. Tribolet**—regional claim prevention supervisor-Western Region; **D. G. Cain**—administrative assistant-claim

## Experiment in Transport Integration



In a recent experiment, two Matson Navigation Co. containers, each loaded with 40,000 lb of pineapple juice, traveled about a quarter of the way around the world. The shipment started in Honolulu. The containers were unloaded from ship to Santa Fe flatcar at Alameda, Calif. The car featured a new cushioned underframe developed by Pullman-Standard Car Mfg. Co. The containers were made by Trailmobile, Inc.

## Men in the News

prevention; **A. C. Woods**—manager-perishables operations; **M. J. Millard**—vice president-sales.

**John E. Gardner, Jr.**—appointed New York-New Jersey field representative, American Trucking Assns., Inc., Washington, D. C.

**Arthur E. Nicholas**—named managing director, Liberty Motor Freight Lines, Inc.; **Joseph M. McMahon**—assistant managing director.

**Theodore H. Jones**—elected vice president-general sales manager, Mack Trucks, Inc., Plainfield, N. J.

**Herbert H. Fink**—new vice president-development, B. F. Goodrich Industrial Products Co., Akron, Ohio.

**Guy Cooper**—elected president, Cooper - Jarrett, Inc., Chicago, Ill.



**A. S. Glikbarg**—elected president of Pacific and Atlantic Shippers, Inc., new subsidiary of Pacific Intermountain Express Co.; **G. C. Zwingle**—executive vice president; **F. P. Lucas**—vice president-general manager; **J. W. Gimbel, Jr.**—vice president-operations; **G. H. Kunzer**—vice president-sales; **I. G. Hodge**—treasurer; and **P. T. Wolf**—secretary.

**Horace B. Simi**—appointed general sales manager, Ringsby Truck Lines, Denver, Col.

**R. Gordon Thorpe**—named general sales manager, Brown Trailer Div., Clark Equipment Co., Elgin, Ill.

**William S. Powell**—becomes senior vice president-manufacturing, Consolidated Freightways, Inc.

**George Pitts**—new terminal manager, Roadway Express, Inc., Chattanooga, Tenn.

## —Rail

**Herman H. Pevler**—elected president, Wabash Railroad Co., St. Louis, Mo.; **Arthur K. Atkinson**—chairman of the Board.

**John B. Goodrich**—elected secretary-treasurer, Monon Railroad, Chicago, Ill.

**Wilbur E. Lunger**—named staff vice president-engineering and research, ACF Industries, Inc., New York, N. Y.

## Materials Handling

**John Watson**—placed in charge of sales office, Vac-U-Lift Co., Salem, Ill.; **Richard Warfel**—sales engineering; **Fay Murphy**—product design; **Charles Boger**—engineering; and **Lou Gruenkemeyer**—purchasing and manufacturing.



## The battery that makes the difference...

**"C & D Slyver-Clad® batteries form the major portion of our battery inventory, because we are convinced that C & D provides more battery per dollar..."**



### AMERICAN GREETINGS GETS GOOD BUY

American Greetings Corp., manufacturers of greeting cards of all types and sizes, operates six plants in the Cleveland area. Electric trucks equipped with C & D Slyver-Clad® lead-acid batteries are preferred for this rapidly expanding material handling system, because the company's predominantly female employees object to the fumes of gasoline-powered equipment. Greater maintenance expense using gasoline-powered vehicles is also cited.

Why C & D? According to industrial engineers, their annual survey of the progress within the battery field has shown that C & D batteries consistently offer more capacity per cubic foot of space, and over-all life expectancy has been increased.

**See the difference—write for Bulletin IT-528.**



Since 1906

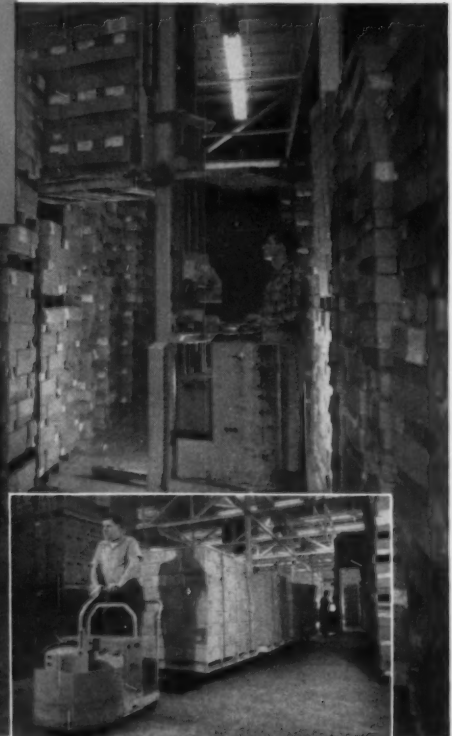
**C & D BATTERIES, INC.**  
*of Conshohocken, Pa. ... Attica, Ind.*

Sales and Service Offices in Principal Cities from Coast to Coast

Manufacturers of *Slyver-Clad*® Industrial Batteries • *PLANTCELL* and *PLANTAL*® Batteries for Communications, Control and Auxiliary Power • Producers of *AutoReg* • Silicon Chargers

\*Trademark

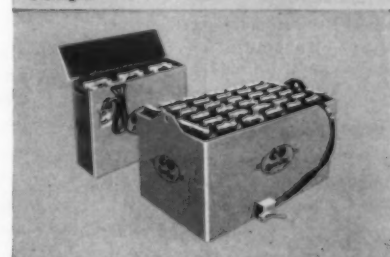
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**CLEAN, EFFICIENT WAREHOUSING**—C & D batteries power the manufacturer's outrigger rider trucks, walkies, and counterbalanced fork lifts. Rider-type tractor in warehouse above pulls 4-car train of palletized corrugated packages from storage to shipping department.



**CLEAN, EASY MAINTENANCE**—Drivers just park their trucks at charging area at the end of the shift and connect their batteries to the chargers. The rest is automatic. No mess. No fuss. No lost production time. C & D batteries are "automatically re-fueled" overnight.



**MORE BATTERY PER DOLLAR**—With heavy usage, company used to experience only 5-year life with old batteries. Use of C & D Slyver-Clad batteries has not only increased battery life, but increased C & D capacity keeps the fleet of electric trucks running at full power for a full shift in this high-efficiency material handling operation.

**R**UMLINGS of an imminent steel strike early this year made large volume steel users restive. Most started to build up inventories starting about January.

But building inventories has its problems—storage space, handling, and local transportation when needed. Possible purchase savings and ready availability might well be offset by the cost of management's time in the search and negotiations for suitable warehouse space, lease obligations, insurance, supervision, plus the added labor and handling equipment required.

Warehousing, too, has its own techniques and pilferage, especially of scarce materials, always is a possibility. Spoilage also is a factor; steel can rust, and rust removal can be time-consuming and expensive.

#### Industries Pool Steel

At the beginning of this year, American Motors and Budd Manufacturing decided to purchase and pool reserve steel stocks. They decided to place their storage problem in the hands of a public warehouse operator.

In the Chicago area, as in most industrial centers, adequate warehouse facilities are generally available to meet normal demands. Selection of a particular warehouse becomes just a matter of finding the type of facilities needed. In this case, some of the steel stocks would arrive by rail, some by truck, the rest via the Seaway.

One of the warehouses in the

area that had the necessary facilities and experience was Illiana Storage Co. But neither Illiana, nor any other good warehouse operator, had the thousands of square feet of unused floor space needed for the emergency. Yet, when contacted, G. M. McConnell, Jr., and the Fauré brothers accepted the challenge.

In a matter of hours, suitable facilities were obtained. The opera-



AUGUST 1959 . . . VOL. 58, No. 8

## Warehouse Eases Strike Problems

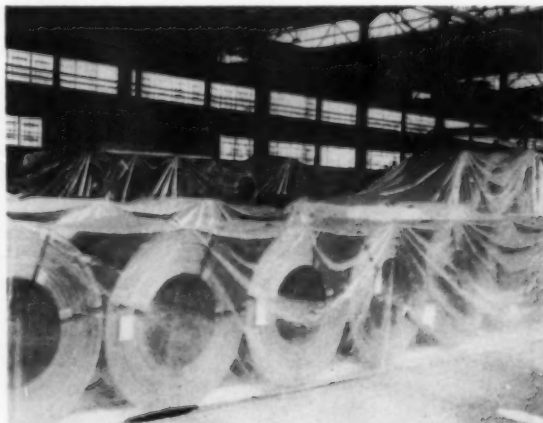
**Steel users joined forces with this public warehouseman to stockpile enough steel so that production schedules still can be met**

tion was arranged through Illiana Storage Co., owned and operated by the Fauré brothers of Great Lakes Warehouse Co. and Packers Terminal and Warehouse Corp.

Thus, American Motors and Budd had their problem solved quickly. They made a single, simple "emergency duration" deal. They pay only for the actual space used; all other costs are prorated. They

*(Please Turn to Page 72)*

Durethane film, made by Koppers Co., is used to cover steel in storage and guard against rust, other damage



Sheet steel is covered with protective film, .002 gage and 12 ft wide. From 50 to 60 tons of steel is stored



# Spotting a New Warehouse

Having decided on entering the public warehouse field in America, this firm picked a site in Southern California

**S**ITE selection for the new Interamerican Warehouse took on dimensions far greater than those involved in finding locations for most other public warehouses.

The only factor limiting location was the hemisphere in which it would be. Then the area was narrowed to Canada and the United States. After a closer study of Toronto, Chicago, San Francisco, and Los Angeles, the Southern California city was selected.

The specific site picked was 8½ acres in the Central Manufacturing District. The site is on Slauson Ave. between the Santa Ana Freeway and the Long Beach Freeway.

## Tiltup Concrete Construction

The new warehouse is of tiltup concrete construction. It has a clearance of 21 ft for stacking. The centrally located shipping office is connected by pneumatic tube and two-way radio with the general office.

There is 110,000 sq ft of storage space. For truck shipments, nine large doors at the side of the building permit quick handling. Supervision of these loading operations is carried on from a small office which projects from the side of the main warehouse. Windows on three sides of this office make it a simple job to watch truck traffic.

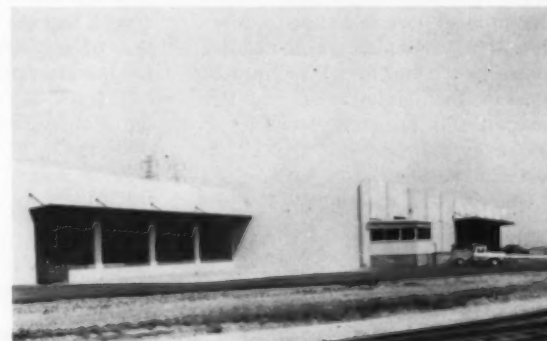
Rail shipments reach the warehouse over the Los Angeles Junction Railway, which serves the Santa Fe, Union Pacific, and Southern Pacific. There is a 1000-ft private siding.

The development and planning of this warehousing operation was under the direction of Willy P. Daetwyler. Daetwyler, who is the managing director of the Zurich Warehouse Corp., in Switzerland, is planning a 60-40 split of his time with Interamerican getting the larger share. Jack W. Featherston has been named general manager of Interamerican.

The new warehouse also serves as a headquarters for the Interamerican Forwarding Co., an international freight forwarding company. This organization is headed by Fred Saxer. ●



The two-story office building on the front of the new warehouse includes offices to be leased to customers



The shipping office, projecting from one side of the warehouse, gives employees a view of all truck docks

Interior view of the warehouse shows wide areas free of columns. This speeds handling by fork lift trucks



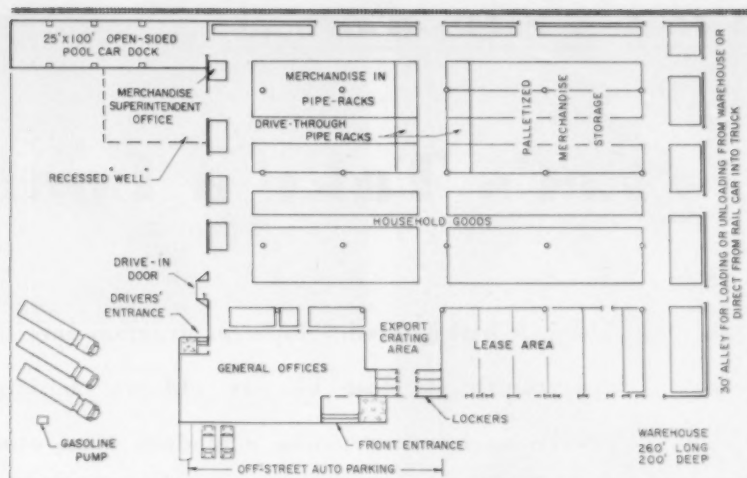


If circumstances let you replace your present warehouse, what would your design be? Would you stay near your present location, plan a one-story facility? This is how one man used the opportunity

THIS public warehouse did not evolve in the usual fashion. Its previous site was condemned and monies realized from the transaction with municipal officials were put into plans for the operation described on this and following pages.

The new Crocker Transfer and Storage Co., Inc., in Corpus Christi, Texas, is a white single-story building covering 47,500 sq ft. It is set back from the street to allow 50 ft road vans to unload without blocking the street or customer parking. The structure is crowned by a large neon sign and illuminated clock. Both are visible from a heavily-traveled bridge nearby. The clock is of perpetual interest and catches the eye often.

Facing the building, to the east, is a 23,000 sq ft parking lot, gas pump, and maneuvering area for the loading doors on that side and for the dock. The area is paved in asphalt for appearance and easy maintenance. The company-owned



Drawing shows layout of new Crocker public warehouse. The single-story building covers the same total area as did the firm's six former buildings

## Let's Look at a New Public Warehouse

rail spur runs parallel to the back of the warehouse. A 2500 sq ft cargo dock extends from the warehouse to the east property line. It has the same floor height and load limit as the floors in the main building and is covered and sprinklered equipped.

Construction features include a reinforced concrete floor and roof with block walls. The roof is supported by poured concrete poles on 25 by 33 ft centers.

The warehouse and offices form overlapping rectangles. The two-story office exterior is of concrete, scored into large design squares and painted dark brown to match the brick incorporated with a decorative panel between front doors and flower boxes.

The lower floor provides an entrance into the lobby, general offices, executive offices, walk-in vault, lounge, coffee bar, and employee meeting room. ●

Exterior view shows dock at left for rail-car, truck operations. The second story of central office area holds rental offices, display rooms merchants use



## Let's Take a Look Inside

A drastic highway redevelopment program gave this warehouseman an opportunity to close his six old-style buildings and consolidate operations by constructing a modern single-story public warehouse

**A** FEW years ago, the area which housed the six buildings of Crocker Transfer and Storage Co., Inc., was condemned in order to make way for an expressway and high-level bridge designed to span the widened Port of Corpus Christi, Texas.

### Future Growth

We designed our new warehouse with the future growth of Corpus Christi firmly in mind. It now stands on property rented from

By **Lee A. Crocker,**  
*Vice President,*  
*Crocker Transfer and Storage Co., Inc.*

the Southern Pacific Railroad, no other land near our old location was available and we did want to keep some identity with it. Our new facilities stand 10 blocks from downtown Corpus Christi. We are within three blocks of the ship channel and its shipping docks, both major rail freight depots, and

two major freight line terminals.

### Cargo Docking

Our cargo dock is 2500 sq ft in size. Half of its length is specially designed for furniture vans, the other portion is designed for pool-car and merchandise handling. The dock, open on both sides, can be the starting point for any new expansion of our facilities when the time for that arrives.

Two cars can be handled at the dock, with four others unloading

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Partial view of merchandise storage section shows special racks used at Crocker Transfer and Storage Co., Inc.





Display rooms are in office part of warehouse, used by local retailers



A typical rental office for brokers, and others who use the warehouse



Partial view of couch and upholstered chair boxes in hhg storage area

through four doors on the south side of the building—directly from car to building. A 30 ft wide paved alley connects street to the siding for loading from rail cars directly into trucks. We have sufficient space available to allow a second parallel track to handle six more rail cars with through-car unloading.

#### Air-Conditioning

All of our downstairs area has year-round air-conditioning, heating, and background music. The second floor, which houses a display area and rental offices, is reached from a separate entrance—it is open at all times. There are eight rented offices, two restrooms, and a 1200 sq ft display room with hardwood paneling.

The warehouse section is separated from offices by a four-hour fire wall and separate fire doors. It is equipped with sprinklers. The floor is able to bear an unlimited load. Stacking heights of 18 ft are usual. We are completely palletized. Our merchandise storage and distribution is confined to the back half of the building which is parallel to the rail tracks.

The warehouse superintendent's office is in a corner adjoining the transfer dock. A two-way public address system connects him with the main office and other spots throughout the warehouse.

The streetside area has doors in pairs. It has a pedestrian door with unloading facilities. This doorway permits local merchants who rent space, to reach their sec-

tions. Their cubes are fenced with open mesh to provide protection without reducing air circulation and light.

Household goods are admitted through the middle section of the building. Six doors help the smooth flow of such traffic. All household goods are placed in 4 x 6 x 8 ft vaults of kraft-ply construction. We stack them two high with no open storage. Upholstered furniture is stored separately in protective boxes. Rugs are put in individual boxes 1 x 1 x 16 ft after they have been treated and wrapped. "Rug row" is near a large drive-in entrance.

Our storage accounts are divided evenly between civilian accounts, storage - in - transit, and non-temporary government storage. It is all in 550 vaults.

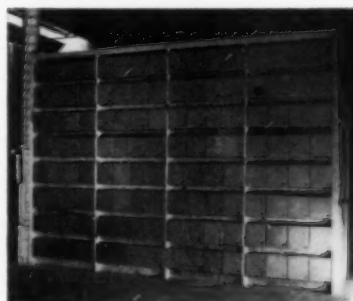
There are no interior walls in the warehouse. Concrete beams support the roof. The building is lighted by means of 35 skylights, seven of them are equipped with ventilators. The skylights work so well, probably due in part to the wide open area, that we have not installed electric lights. The perimeter of the building does have lights. We feel that what little night activity we have can be accomplished in that area.

We have eliminated one cause of fire—faulty wiring. Also, we have avoided original wiring costs, monthly light bills, and bulb replacement. But we realize that our condition is unusual.

Our 30 full-time drivers enjoy pleasant working conditions. They



Individual containers for rug storage prove to be easily handled, are clean

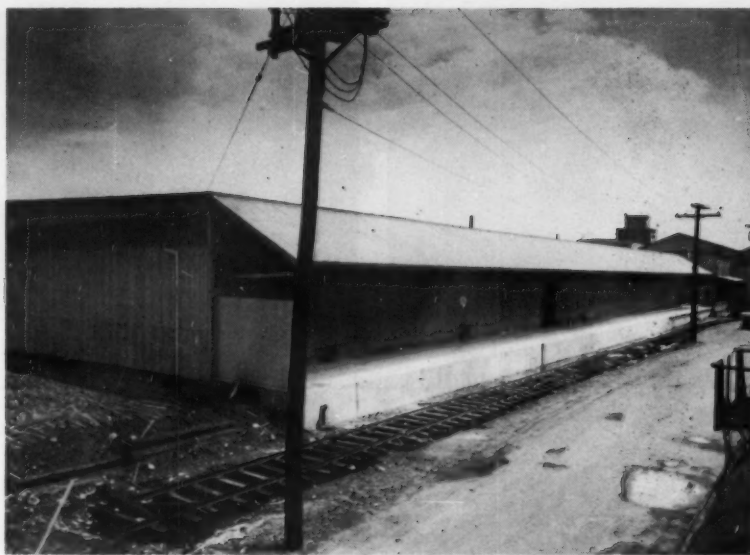


Stor-Vault system is used extensively by Crocker in its hhg storage section

have full use of a meeting room, lounge equipped with table and comfortable chairs, pay phone, separate rest rooms, and a tile shower. ●



Tomkins Tidewater Terminal at South Kearny, N. J., was designed for maximum utility. The warehouse is 271 ft long and 118 ft wide with loading area



## Warehouse Reclaims Muddy Land for Firm Foundation

Engineers suggested pilings with cement caps to change a muddy stretch of land into the solid base which this warehouse needs for storing talc and other dry powders

GIVING a warehouse owner full utility and maximum value for his money, and doing the job on unfavorable terrain, never is the easiest of tasks. It requires the best in intelligent engineering and adaptable design.

### Dimensions

Tomkins Tidewater Terminal took its problem to the Luria Engineering Co., of New York and Bethlehem, Pa. It asked for design and construction of a warehouse 271 ft long and 118 ft wide, with an additional loading platform and canopy 15 ft wide which would extend the length of the

building to serve a railroad siding.

The warehouse was planned for palletized storage of talc and similar dry materials. Most important, to be economical as a facility, the utmost economy was demanded in construction.

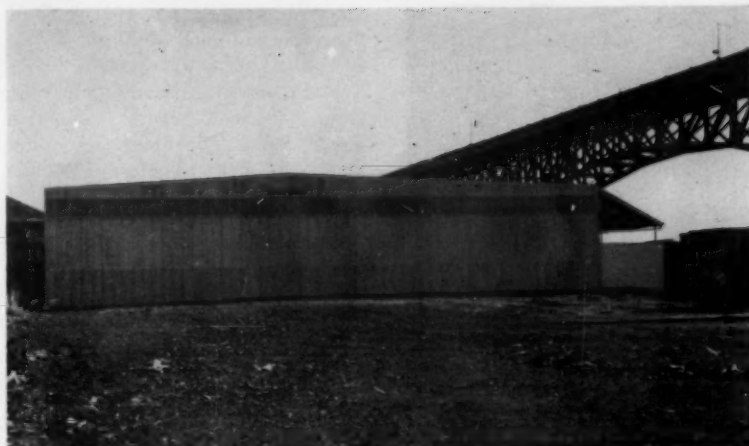
The site for the proposed building, at South Kearny, N. J., was adjacent to the Passaic River estuary where, although the water level remains relatively constant, the underground is literally mud in motion.

The engineers, examining a nearby structure, found that it had been built on spread footings which had proved satisfactory.

For the new warehouse, however, it was decided that it would be economical to use piles with concrete caps.

Tests of the area disclosed that at one corner of the proposed building a retaining wall would have to be built to control fill if the floor of the warehouse was to be level. Without the wall, it would be possible to lay a floor which would be level except at one corner. There a slope of approximately one foot would occur. It was concluded that the slightly sloping corner would not be a disadvantage to palletized storage.

One 4-ft retaining wall was re-



Sloping floor at this corner does not impair the use of palletization and it has avoided any need for a retaining wall to control the fill

quired as part of the platform, to step up the area from the railroad siding to the warehouse floor.

#### Foundation

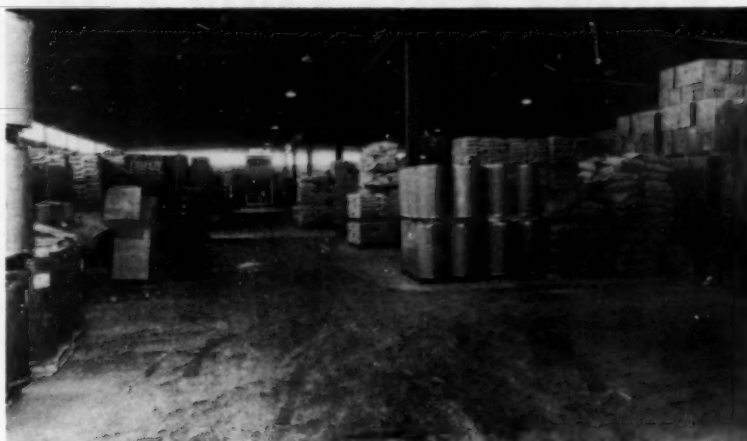
For the foundation, 60-ft pine piles with 12 lb of creosote per cubic foot were selected. A total of 81 were driven to depths where 45 strokes of the hammer were required to send the pile another foot lower. Five sets of four piles each were driven under the central supports, 16 sets of three piles were put down to support members along the perimeter of the building. Thirteen single piles were driven to stabilize the loading platform. Concrete caps were poured on top of all piles.

A satisfactory, though not necessarily new, application of cables was used to tie piles back to columns at the front of the building, forming a triangular restraint for the retaining wall and the building. This method conserved both on piles and footings.

The floor, as noted earlier, had a one-foot slope at one corner. Engineers decided upon the use of blacktop instead of concrete as the floor covering.

For warehouse purposes blacktop would serve equally as well as concrete, it was decided, and furthermore it is easier to repair because of underbed settlement.

Specifications called for a high-



Interior was planned for palletized storage of talc, other dry materials. Floor is blacktop, roof is cantilevered. It affords much greater storage height

er grade than that demanded by the New Jersey State Highway Commission, which specifies a penetration of 85:100. Luria's specifications called for 70:85. The blacktop, 2 in. in depth, was laid upon 6 in. of stone.

#### Drainage

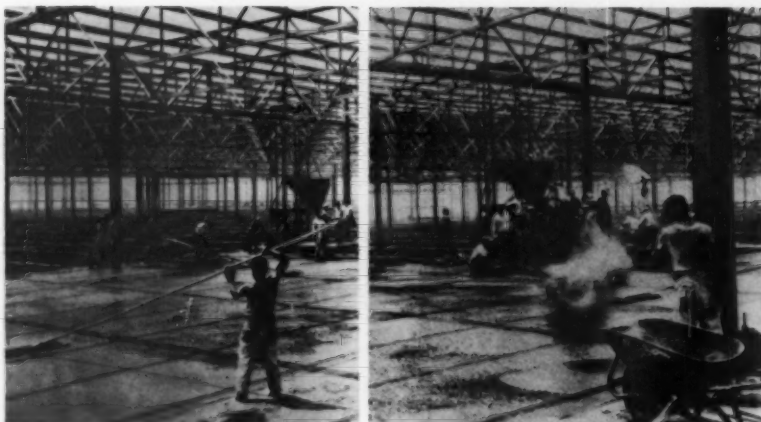
Roof gutters admittedly are expensive to install and require maintenance. To eliminate the gutter cost, engineers decided upon an outside drainage ditch around the entire building. Proper grading was required, obviously, to prevent water from flooding adjoining property.

As might be expected, drainage begins at the high corner and

slopes in both directions. According to Tomkins, this drainage system as a substitute for gutters has worked very well.

Engineers decided on a cantilevered roof instead of the truss type for two reasons. First, a cantilever roof would require less steel and, second, it would afford greater storage height. The ridge line was set at 10 ft off center, making the major beam length 68 ft. With less steel in the roof there obviously was less weight on the pilings and, in all, the savings effected proved to be substantial.

The sides of the building are corrugated galvanized steel with corrugated plastic panels along the upper areas of the walls for natural illumination. ●



Above left: Men from Walter Maguire Co., Inc., a firm which specializes in the crushing, grading, packaging, and distribution of flooring materials made with Portland Emery Aggregate, hand float the dry mixture on the slab. Right: Men hand cast the emery mixture onto fresh base slab with an over-hand twist motion

## Emery Puts Long Life In Concrete Floors

**Emery is one ingredient which you might include in specifications for a new floor. It can give you an abrasive or smooth floor. Follow these rules**

**D**OLLAR savings and more efficient operation are often realized by toughening the surface of concrete floors subjected to heavy traffic.

In emery, nature has provided an extremely hard and abrasive material to serve this purpose. The main object is to apply particles of emery in such a way that they are anchored in a compact, dense mass at the surface of the concrete.

### Materials

A fresh slab of good quality with low water-cement ratio is needed first. Its consistency should not allow slump to exceed 4 in. The emery aggregate should be properly crushed and graded to provide a balanced assortment of particles ranging from  $\frac{3}{8}$  in. down to fines. This assortment will produce max-

imum interlocking for compactness and firmest anchorage in the base slab.

The cement used should be first quality Portland, Type I, or high-early-strength.

### Proportioning

Proportioning of the surface hardener is four parts aggregate to one part cement, dry mixed. In mixing, the aggregate and cement may be either machine or hand mixed. It is important to make sure that materials and equipment used for mixing are completely clean and dry.

The usual application calls for 100 lb of emery aggregate per 100 sq ft of floor surface, for an average penetration of  $\frac{1}{4}$  in. To get an extra hard surface, application should be at the rate of 200 lb of

emery aggregate per 100 sq ft of floor space. Depth of hard surface in critical areas averages  $\frac{3}{8}$  in.

For moderately hard application, screed base concrete to finish grade. If a vibratory or roller screed is used, floating may be omitted at this stage. Any areas that are below grade should be filled with the dry aggregate-cement mixture—never with neat cement.

Spread the dry mixture over the entire area immediately while the base slab is still wet. For best results, use a clean and round-pointed shovel. Make certain that the mixture is well loosened, breaking up any lumpy areas with the shovel. Load the shovel only moderately and cast the mixture alternately to the left and to the right, making an even criss-cross pattern on the floor.

The easiest and most effective technique is for the shoveler to stand directly between the floor and the wheelbarrow. He then casts each shovelful with a turning motion, over-hand, so that the face of the shovel is down as the material is cast away.

### Darby Floor

Next — and immediately — the floor is lightly darbied or bull floated. It is important to embed the aggregate flush with the surface but to avoid burying it completely. Allow the concrete to set-up sufficiently, then finish with a float or troweling machine. You may wish to hand trowel.

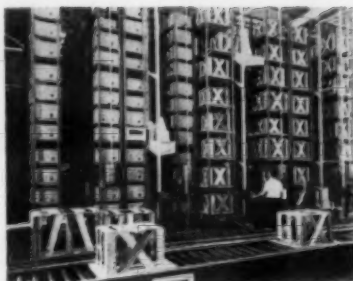
Care should be taken to avoid over-troweling. Do not trowel to the point where a film of laitance or mortar covers the aggregate. A final hand troweling may or may not be advisable, depending on the type of service for which the floor is designed.

Careful hand troweling will produce a smooth floor. But the abrasive, non-slip properties of emery will provide better traction if the floor is not so treated.

There is an alternative method of application. As soon as the screeded base slab has set-up sufficiently to support the weight of a board with a man kneeling on it and all free water has disappeared from the surface, men can move

(Please Turn to Page 73)





When operator pushes keys to set one carrier in motion, he is free to start other loads moving in or out of various other aisle areas

## Automatic Storage Cuts Space and Labor

You may be able to benefit from this new  
push-key storage and handling system that  
directs loads to 4800 storage compartments

**H**ERE IS a recent development in the field of automated storage which makes it possible for one man to command a storage area of over 5000 sq ft with the help of a new two-way retriever.

The new system is capable of transporting loads to and from a central loading dock at the touch of selective electrical controls. This development requires less than half the floor area employed by conventional storage methods. As a system, it was designed with expansion in mind.

### Two-Way

The two-way method of handling is a development which stems from Triax Equipment's floor-to-ceiling storage wall which moves horizontally along an aisle, then vertically to deposit or remove a load from tiers of compartments.

Now the traveling carrier can load or unload through openings on both sides of narrow aisles. A push-key panel located at the end of each aisle provides selectivity in loading or unloading specific compartments. At aisle end, loads are transferred from roller conveyors by mechanical means for delivery to the loading dock.

The newest installation, at Reliance Electric Co., Cleveland, consists of four aisles. Each is lined with storage compartments approximately 20 ft high. The longest aisles are 150 ft in length and 42 in. wide. An aisle accommodates 1008 compartments extending 3 ft back from the aisle and 2 ft square at the opening.

Two 110 ft aisles contain 1392

compartments each, for 12-high stacking. The compartments extend 24 in. back from the aisles and are 18 in. square at the opening. Aisles for this section are only 30 in. wide. Because the unit stacks loads above normal heights and eliminates any need for wide aisles, the system requires only 5005 sq ft of floor area. The figure includes operator's area and the conveyor system for transfer of loads to and from the central loading dock.

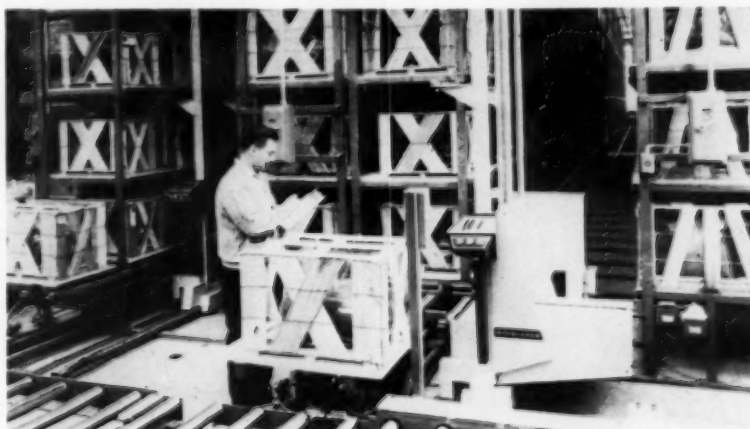
One man can operate the entire system without touching the loads. Extension of the push-button operation to a large area of operation is only a matter of adding more

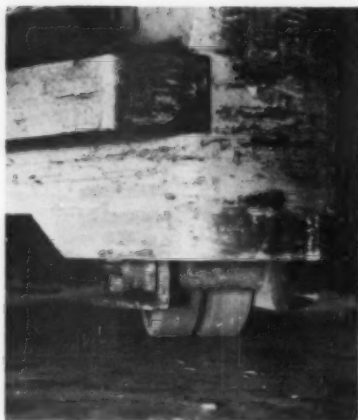
units to the system as the need arises. Panel sections are made of rolled and welded steel tubing. Assembly of the system at Reliance was accomplished in little more than a month.

### Controls

The controls are uncomplicated. If an operator should make a mistake by trying to load an occupied compartment, the traveling carrier automatically rejects its assignment and returns to the starting point. Material for storage can be loaded on or in skids, pallets, pans, and boxes. Dimensions of individual compartments are flexible. ●

An operator checks in a load being delivered by the roller conveyor and mechanical transfer to the traveling carrier unit. Note the 150 ft aisle length here





## New Tread Wheels

This new tread takes a rough beating without stops for

**S**EVERAL warehousemen have been enjoying the trouble-free operation of wheels tired with a new polyurethane elastomer called Durothane.

The floor of the F. W. Woolworth Co. warehouse in New York City was taking daily punishment from non-fibre wheels, so the company decided to reduce floor repairs by changing to rubber wheels. But maintenance problems switched from floors to wheels.

### Chunk Problem

Rubber-tired steering wheels on 22 of the warehouse trucks began to "chunk" out as a result of friction caused from swiveling under steady load pressure. Average wheel life reached only two or

three months. Since wheels had to be replaced in pairs, replacement required at least two hours downtime per truck.

Next, canvas wheels were tried. Results with them made the company return to rubber wheels. Then wheels of Durothane were sampled. They proved to have high tensile strength, tear resistance, and compression-load capacity. Woolworth put the wheels in steering positions on its straddle trucks.

### Solution

For eight months the wheels turned under the same conditions as their predecessors. At the end of that time, they were removed for inspection. There had been no "chunking" out, no appreciable wear, or noise during operation.

As a result of the test, the wheels were put on 12 more strad-

dle trucks and they have been in operation for 1½ years with previous results maintained.

Another fast-moving operation had, for three years, been living with bottlenecks caused by poorly-tired wheels.

As a public warehouse operating within New York City's pier and shipping district, Pennsylvania Storage Warehouse, Inc., depends on maximum use of its materials handling equipment. However, wheel failures occurred so frequently that equipment downtime accounted for a serious decline in the amount of material handled.

Both tires and floors were harmed. Floor maintenance became almost constant with aisle and storage space rearranged around newly-repaired area.

The warehouse went through a trial-and-error period similar to Woolworth's. Impregnated fibre

Left: Load wheels used at Pennsylvania Storage Warehouse, Inc., show results of 5000-lb loads. Polyurethane wheel lasted longer than other wheels

Polyurethane wheel carries 4000 lb paper load over floor which was broken and cracked by non-fibre wheels. Note patches, hole in floor

Below: Steering wheels show comparative wear after use at Woolworth warehouse. All were subjected to heavy loads and swiveling which caused them to "chunk" out. Wheel in center is Disowheel used in original tests at the warehouse. It had been in operation for 8 months without any "chunking"



# Ahead

## change or maintenance

wheels wore poorly and caused trucks to drag along the floor. The impregnated wheels were soon replaced on the average of from two to three months.

Rubber wheels were tried next, but since loads weighed from 4000 to 5000 lb, a set of rubber wheels only lasted a month. Due to extreme compression of the load on the wheels their bond did not hold. It caused slippage from the hub.

### Last Test

The wheel made from polyurethane elastomer was tried next. Different types of handling trucks were equipped with the wheels and at the end of three months, performance showed definite improvement over other types.

It would seem that many headaches can be erased with this recently discovered substance. ●



Microfilmer and reader are key machines in New York offices of Lifschultz Fast Freight. Run sheets are held for accounting purposes

## Forwarder Cuts Paperwork With Microfilm

You can put vital information on film  
in a fraction of the space now used

**I**NCREASED demand for information on materials and parts in transit, resulting from the trend toward smaller inventories, led this freight forwarder toward a microfilm information center that helps keep deliveries on schedule.

The information is continually gathered and can be used at any time. It is the type of service which today's freight forwarder must provide both shippers and receivers at frequent intervals daily.

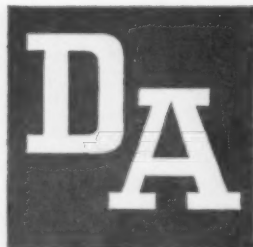
Lifschultz Fast Freight, New York City, moves approximately 50 cars of lcl freight out of New York daily. It handles 30 out of Chicago and smaller tonnage out of other terminals. A few years ago, the firm could not

have coped with the amount of paperwork created by such a schedule.

Microfilm has substantially reduced the amount of paperwork. The freight forwarder's problem of handling lcl freight in an integrated rail-truck operation is particularly complicated, especially with an occasional piggy-back thrown in. Whether the freight forwarder is loading or breaking a car at the terminal, every type of merchandise and a wide range of containers are involved.

Run sheets make possible the pin-point control Lifschultz offers. Photo-accurate records flow from its microfilm machine and make run sheet handling much easier. ●





# NEW PRODUCTS

... FOR FURTHER INFORMATION PLEASE

## Multi-Direction Lift

Automatic Transportation Co. has introduced a new multi-direction truck to solve unusual materials handling problems. Its steering permits traversing in any direction, at any angle, with any shaped load. The steering and twin-drive motors are operated by one control lever which provides forward and reverse turns without use of the steering wheel. Angle and



side steering are controlled by the steering wheel. With movement in any direction, the truck is now able to utilize space previously unused. The truck is easier to steer in tight aisles, around corners, and for right angle stacking. The lift, with a 65-in. overall length, can turn completely around within a 70-in. circle. Odd-shaped loads can be carried across the truck's forks and moved sideways down the aisle. One lever controls the swing and reach activities. They can be operated individually or simultaneously.

Circle 40 on Card, Facing Page 51

## Fire Resistant Paint

"Fire Proof" is the name of the new fire resisting paint introduced by Nor-Chem Products, Inc. Manufactured to fill the need for fire safety in warehouses and offices, the paint chemically snuffs out flame and eliminates smoke. This was proved in fire tests conducted by the United States Testing Co. When applied to metal surfaces, the paint prevents rust and corrosion and eliminates pipe sweating.

Circle 41 on Card, Facing Page 51

## Multi-Use Carrier

A new electric-powered burden and personnel carrier has been designed by Moto-Truc Co. for in-plant use.

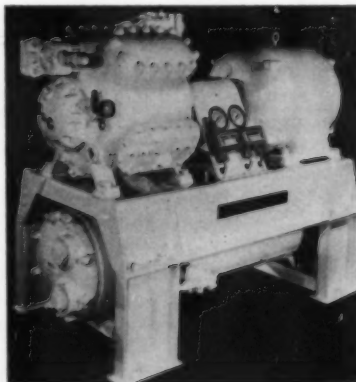


It is equipped with four leather seats. They can be removed to permit the truck to carry long loads, packages, maintenance equipment, etc. The truck will reach speeds up to 10 mph.

Circle 42 on Card, Facing Page 51

## Refrigeration Condensers

A line of commercial and industrial refrigeration condensing units, ranging in size from 7½ to 150 ton capacity, is announced by Bell and Gossett Co. The 7½ ton condenser is 54 in. in length. Included are com-

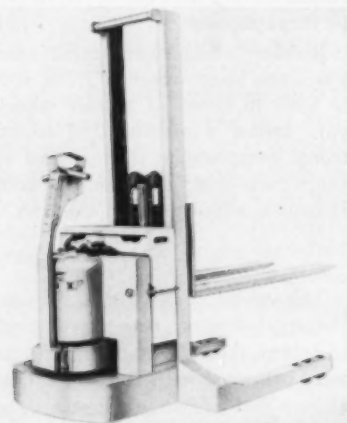


pressor, motor, condenser, and base. Four compressor sizes are produced: two, four, six, and eight cylinders. A low center of gravity assures protection against damage in shipment, handling, or installation.

Circle 43 on Card, Facing Page 51

## Straddle High-Lift Truck

A redesigned and improved electric straddle truck with 4000-lb standard capacity now is offered with the regular line of materials handling equipment from Barrett-Cravens Co.

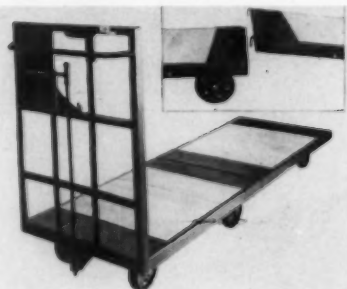


Among the features are new gear drive, lower transmission assembly, controls on steering handle, and hydraulic lift system which includes lift motor, pump, overload bypass valve, and reservoir.

Circle 44 on Card, Facing Page 51

## New Cart Connection

M-H Equipment Co. has a cart connection wherein the trailer is permitted vertical articulation over uneven running surfaces without any



side movement. Two forward depending hooks on the trailer engage slots or holes in the rear of the truck so that connection is made easily.

Circle 45 on Card, Facing Page 51

# S and EQUIPMENT

ON PLEASE USE READERS' SERVICE CARD • • PAGE 51

## Pneumatic Carton Stapler

Pneumatic with lever handle, this new packer closes filled cartons from the outside with large staple clips. It sets-up empty boxes. This tool can be used in any position when suspended from a balance reel. Optional

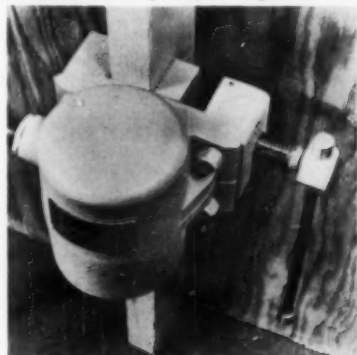


plate handle, mounted on top casting, drilled for the cable, is available. The diaphragm is rugged but light in weight. A twist of the adjuster screw controls the staple clip for any fluke thickness. Container Stapling Corp. is introducing the stapler.

Circle 46 on Card, Facing Page 51

## Vibrator Vise Mounting

Cleveland Vibrator Co. has a new vise-lock mounting for its electric vibrator. Now the unit is easily made portable. A "U" shaped head, with a serrated steel plate, clamps the vi-

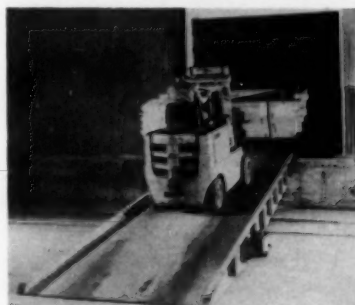


brator with a positive bite to 2 x 4 in. or larger wooden stud. It works equally well on iron or steel structures.

Circle 47 on Card, Facing Page 51

## All-Steel Bridge on Wheels

An all-steel bridge on wheels for use in warehouses and yards is offered by Elizabeth Iron Works, Inc. The ramp

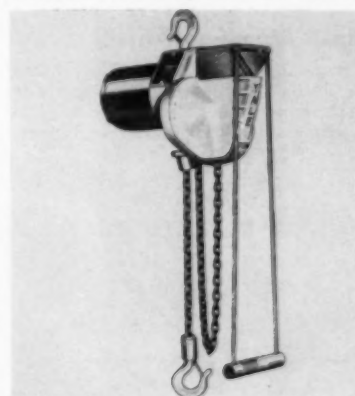


is rolled into position on 16 in. rubber-tired wheels which are raised and lowered hydraulically. So that inclines do not exceed 10 deg, the ramp is obtainable in overall lengths from 25 to 36 ft. All decks are 70 in. wide.

Circle 48 on Card, Facing Page 51

## Link Chain Hoists

Increased versatility with lightweight electric hoisting equipment is available with the introduction by Yale Materials Handling Div. of Yale &

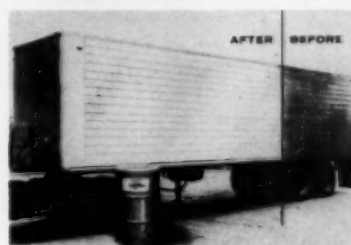


Towne Mfg. Co. of a link chain model. It lifts material not directly under the hoist. The new link and roller chain models are produced in 1/8, 1/4, 1/2, 1, and 2-ton capacities. A common suspension frame fits similar capacity hoists of both types.

Circle 49 on Card, Facing Page 51

## Cleaner for Trailers

A new chemical for cleaning aluminum and stainless steel vans and trailers is announced by the Ross and White Co. It brightens exteriors by removing oxidation and corrosion and



cleans by removing dirt, grease, oil, and diesel smoke stains in one application. The chemical is mixed with water. The solution will not affect painted signs or decals. It has no fumes or objectionable odor.

Circle 50 on Card, Facing Page 51

## Pneumatic Covered Hopper

Covered hopper cars which offer pneumatic and gravity unloading interchangeably are being introduced for lease or sale to industrial users by the Shippers' Car Line Div., ACF Industries, Inc. The cars are available



in twin-gate size of 2006 cu ft and three triple-gate sizes of 2927, 3200, and 3500 cu ft. They are for movement of dry, granular, or powdered chemicals and food products. All automatic outlets can be loaded simultaneously.

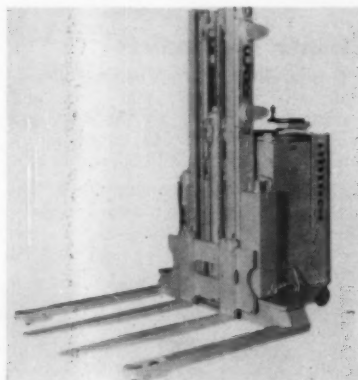
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(Please Turn Page)

## New Products and Equipment

(Continued from Preceding Page)

### Rider-Type Straddle

A battery-powered, rider-type straddle truck for tiering palletized materials in confined areas is currently offered by Clark Equipment Co. The machine is available in 2000 and 3000 lb capacities, both at 24 in. load center. The unit will carry capacity loads through aisles as narrow as 42 in. Its turning radius is 62 in.

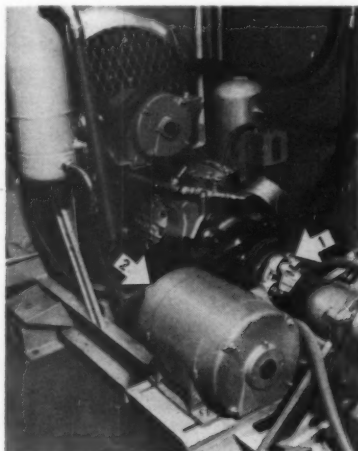


Travel speeds up to 4.6 mph without load and 4.2 mph with load can be reached. Operating controls are placed at each side of the driver's platform. The minimum aisle needed for right angle stacking is 71 in.

Circle 52 on Card, Facing Page 51

### Direct-Drive Reefer Unit

Carrier Corp. has developed a new line of direct-drive reefer refrigeration units which feature reduced fuel consumption. The line includes systems with two, three, and four-cyl-



inder compressors—depending on the size of the car and desired temperature range. Humidity is maintained at controlled levels for fruit and vegetables. The units can run on standby electric power.

Circle 53 on Card, Facing Page 51

### Steel Lifting Clamps

A new line of steel lifting clamps has been placed in production at J. C.



Renfro and Sons, Inc. The clamp is manufactured in ½ ton, 1 ton, 4 ton, and 7 ton sizes.

Circle 54 on Card, Facing Page 51

### Improved Fire Fighter

Several significant improvements in fire extinguisher design will be announced by Ansul Chemical Co. when it introduces its new series next month. The extinguishers will be of 10, 20, and 30-lb dry-chemical capacity. They will complement the company line of cartridge-operated dry chemical units. The extinguishers will contain the pressurizing medium within the dry chemical tank.

Circle 55 on Card, Facing Page 51

### Load Transfer Wheel

A new load transfer wheel takes the load off the operator and keeps it on the hand truck making it possible to handle the load with minimum effort.



The four-speed hydraulic pump lifts the load to the desired height. The hand truck lifts from the floor and moves and lowers loads up to ¼ ton. It is offered by Grand Specialties Co.

Circle 56 on Card, Facing Page 51

### Battery-Powered Walkie

The power mechanism of this walkie truck is built into one of the rigid casters on the vehicle. The battery is enclosed in a compact case carried anywhere on the truck or bin.



An operator can transport 1600 lb and travel up a 10 per cent grade. Fingertip buttons control forward and reverse and speeds up to 4 mph. Trucks are equipped with solid rubber tires in 8 and 10-in. sizes. The low-voltage battery is recharged by plugging it into a regular electric outlet. It shuts off automatically when fully charged. The truck is offered by Dynex, Inc.

Circle 57 on Card, Facing Page 51

### Below-Zero Hauling

A 7½-ton engine-driven refrigeration unit introduced by Transicold Corp. enables shippers to transport frozen and perishable commodities any distance in any weather at constant below-zero temperatures. The condensing system consists of a four-cylinder Hercules gasoline or LP-Gas water-cooled engine developing 31 hp at 1800 rpm. Also a Carrier three-cylinder compressor and a generator. According to the manufacturer, precision control allows any range of temperatures to be maintained, from sub-zero for ice cream and frozen juices to medium temperatures for meat and produce or high temperatures for such delicate products as bananas, flowers, and baby chicks.

Circle 58 on Card, Facing Page 51



For prompt service, use postage-free postcard provided to obtain **FREE LITERATURE** and **NEW PRODUCT** information described in this issue. All material is **FREE** unless otherwise noted.



## Mobile Bin System

This mobile bin system acts to lower the cost of handling til freight. According to the Hamilton Caster and Mfg. Co., bins are loaded at point of origin, carried as mobile shipping

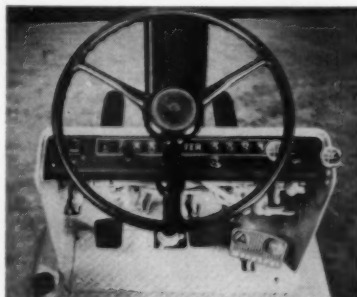


containers in the highway trailer, and routed for local delivery at destination. A typical unit is 28-in. wide, 48-in. long, and 75-in. high with three enclosed sides and two plywood shelves which fold up or remove easily. The bins have a push bar handle with blackboard and bill holder, plus a floor truck lock to hold bin in position.

Circle 59 on Card, Facing Page 51

## New Lift Truck Control

A new concept in lift truck control and performance is available from the Hyster Co. The new system combines throttle and forward-reverse direction control in one right-foot pedal. The operator's hands are free for full-time steering and load handling control. Dashboard pushbuttons for park and drive govern an automatic parking



brake and engagement of the automatic transmission. Other features include a safety starting switch. It permits engine starting only when park button is down. A touch of the toe at the left side of the two button control shifts the transmission into forward range. Touch the toe pad at the right side of pedal and the transmission shifts into reverse.

Circle 60 on Card, Facing Page 51

## Cool Plastic Foam Shipper

Plastic foam insulated shippers are now used in the distribution and ship-



ment of frozen food. The shippers require no dry ice or pre-cooling. They are lightweight and can carry 175 lb of frozen merchandise. Products put in the containers at minus 10 deg maintained will rise only 10 or 15 deg at day's end. They are made by Glo-Brite Foam Plastic Products.

Circle 61 on Card, Facing Page 51

## Hoist and Dump Body

A "packaged" dump body and hoist of new design and engineering features has been added to the line of truck equipment offered by Young Spring and Wire Corp. The dump body is built to handle 5-ton loads and to be installed on a 1-ton truck. The hoist is standard underbody type, which gives trouble-free performance. The all-steel dump body has structural steel underbody construction and

full-length construction. Low sides and mounting provide easy hand load-



ing. The standard hoist gives a range for 45 deg dumping. The body can be stopped, raised, or lowered from any position.

Circle 62 on Card, Facing Page 51

## Boom Loader Available

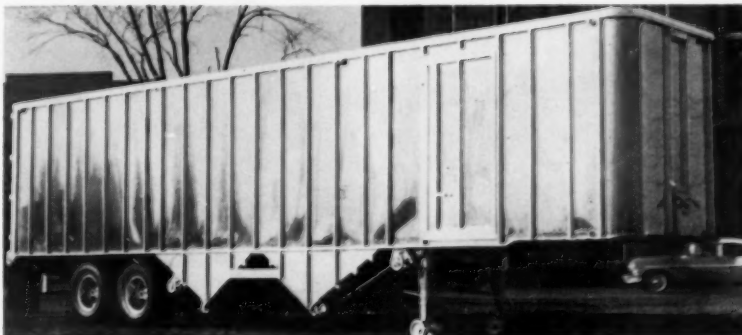
A new loader is offered by Signode Steel Strapping Co. The model can be used on a 6-ton capacity or larger lift truck to load 4 x 4 ft lumber packages into double door boxcars



or to unload them and end-load into storage bins. This loader has a low-mounted boom which permits the end of the load to swing underneath the forks.

Circle 63 on Card, Facing Page 51

## Combination Trailer



A new two-way haul trailer has been developed by Gramm Trailer Corp. The trailer may be used as a bottom hopper one way and an exterior post freight trailer the other. The trailer's floor has two hinged sections approximately 94½ in. in length and 90½ in. in width. The sections are raised and lowered by a removable hoist and open to the front and rear to form forward and rear walls of the

hopper which is completely sealed by a rubber gasket. The hopper is loaded through two hatches in the roof. It has a capacity of 1000 cu ft. When floor sections are lowered to their original position, the result is a full length freight trailer with two full width rear doors and a 42 in. curb side door ahead of the hopper.

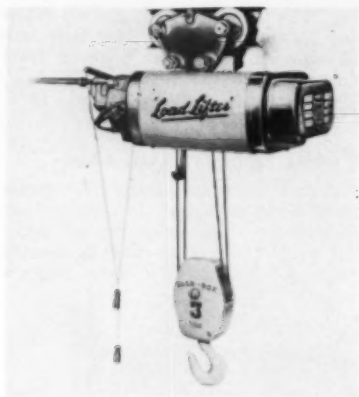
Circle 64 on Card, Facing Page 51  
(Please Turn Page)

## New Products and Equipment

(Continued from Preceding Page)

### Cable-Type Air Hoists

Manning, Maxwell and Moore, Inc., has developed a new line of cable-type, air-operated hoists. It handles load capacities from 1 through 15 tons. The air hoists are designed for



heavy service and have proved especially useful in applications where corrosive or exceptionally dirty conditions create maintenance problems. Standard suspensions are lug, push trolley, and hand geared trolley.

Circle 65 on Card, Facing Page 51

### Battery Charger

Portable battery chargers, designed either for wheeling to battery locations or mounting on a wall, are being introduced by The Electric Storage Battery Co. The units can charge an



entire battery, or any one cell, or any group of cells within the battery. For use on batteries with up to 32 lead-acid cells or 50 alkaline cells, the chargers are equipped with silicon rectifying diodes. The chargers are available in cabinets with wheels or for wall mounting.

Circle 66 on Card, Facing Page 51

### Anti-Skid Paper Bags

This anti-skid paper developed by the Scott Paper Co. is treated in a special paper machine process which

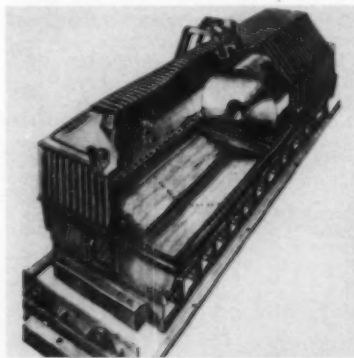


gives it non-skid qualities. The coating makes the paper more receptive to printing. Colors stand out vividly. The bags hold their positions during stacking operations.

Circle 67 on Card, Facing Page 51

### RR Gondola Skid Design

A newly designed steel coil skid and gondola hood combination is introduced by Youngstown Steel Car Corp. Constructed of steel, the only replaceable parts will be oak wood



facings lining the coil cradle and an "I" beam cross-bar. It allows a low center of gravity because the coil is deeply recessed. Running tracks underneath the skid provide seven points of resistance which cuts down skid shift.

Circle 68 on Card, Facing Page 51

### Inflatable Dunnage Bags

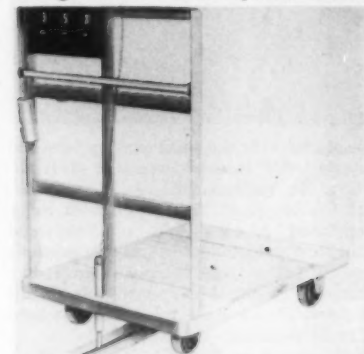
Inflatable dunnage bags from New York Rubber Corp. show that the bladder and access hole formerly used for insertion of the bladder have been eliminated to reduce weight. The bags

are now one-piece built with a tubeless tire made of 13-oz ballistic nylon with reinforced seams. It is coated with Neoprene inside and outside. Bags up to 4 x 6 ft have four handles, one at the middle of each edge. Larger bags have six handles with two on each long edge. Improved valve design insures against slow leaks. The valve is easily replaced.

Circle 69 on Card, Facing Page 51

### Neater Shipment Coding

A new system for faster and neater coding of shipments in warehouses and in motor and railway freight terminals has been developed by Nutting Truck and Caster Co. The basic part of the system is a mechanical coding device which replaces black-

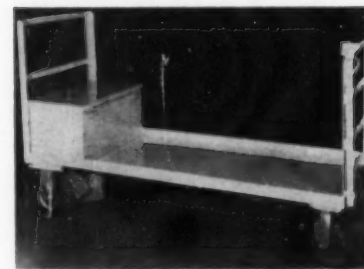


board and chalk. It can be attached to any make of manual or dragline cart or trailer. Rapid, correct readings are possible with the yellow numerals and letters that stand out against a black background. Hex knobs allow a firm grip for easy dialing. A gravity locking device maintains dialed positions until they are redialed.

Circle 70 on Card, Facing Page 51

### Scrubber-Vacuum Cleaner

Two models of a battery-powered scrubber-vacuum floor maintenance machine have been released by Finnell Systems, Inc. They are engineered to clean up to 21,600 sq ft of floor



per operating hour. Four 6-volt, 25 plate batteries with an operating life of from six to eight hours power the cleaner. A compact battery charger is included. Two 11-in. brushes clean a path 20 in. wide.

Circle 71 on Card, Facing Page 51

## New Diesel Model Series

Two new conventional diesel series feature a cab engineered for the safety and comfort of the driver. The cab is 72 in. wide and of rugged girder-type construction. Steel roof



and side panels are one piece. They are welded to a steel frame. There are three large ventilators in the cowl. Nine main transmissions are available. They range from four to 12-speed. Offered by Diamond T, the diesels are built as tandem-axle units also, for over-the-road service.

Circle 72 on Card, Facing Page 51

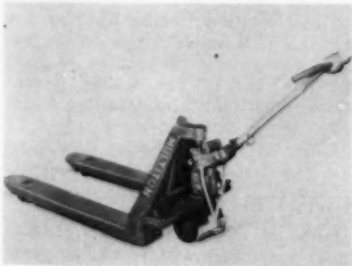
## Safe Braking System

A recently developed device aimed at safe and more efficient truck-trailer transport under all types of road conditions consists of a sensing detector at the wheel hub and a hytrol valve at the brake chamber. Under a braking situation, the detector senses an impending skid or locked wheel and sends an electrical impulse to the valve. The valve momentarily releases the brake to allow tire rotation and eliminate skidding. This action can take place as quickly as four times per second and brings the trailer to a controlled stop. This development, by Hydro-Aire Div. of Crane Co., is an offshoot of a well-established aircraft system.

Circle 73 on Card, Facing Page 51

## Lift with Shoe Brake

A new, shoe-type brake is available on hand pallet trucks manufactured by Stokvis Multiton Corp. The brake is controlled by the pallet truck's steering handle and employs a lined



brake shoe which acts against the steering wheels. It is available as optional equipment on all of the company's trucks. The brake slows the truck gradually or quickly. Braking action is applied evenly to the truck wheels, not the floor.

Circle 74 on Card, Facing Page 51

## Literature from the Advertisements

Listed below are brief descriptions of catalogs, brochures, booklets and other literature offered by advertisers in this issue of DISTRIBUTION AGE. To get your copies of the items offered, simply circle the appropriate number on the Reader Service Card, facing Page 51.

### Stevedoring Lift Truck

Stevedoring lift trucks which operate on diesel oil, LP gas, or gasoline are manufactured by Allis-Chalmers. Circle No. 8.

### Warehouse Protection

Automatic protective service can give you protection for property, profits, customers' goods, and employees' jobs. Contact ADT by Circling No. 2.

### Gas-Electric Fork Lift

A gas engine and variable-voltage generator give Automatic Transportation Co.'s Dynamotive lift trucks top power. Circle No. 22.

### High-Capacity Batteries

C & D Batteries, Inc., is offering information on its Slyver-Clad batteries in various materials handling applications. Circle No. 12.

### Prompt Reporting Service

Chesapeake and Ohio Railway can report on shipments quickly by using CLIC (Car Location Information Center). For information Circle No. 23.

### Labor vs. Equipment

It may cost you 30 cents per hour to own and operate a Clark Powerworker. Don't waste manpower. Send for booklet. Circle No. 3.

### Cargo by Jet

Because all Continental Airlines passenger flights carry cargo, a passenger timetable is your freight schedule. Circle No. 24.

### Steel Shelving

Deluxe Metal Products Co. describes its line of extra-strength steel shelving in a new catalog. Circle No. 10.

### Heavy-Duty Drum Truck

Dico is featuring a new heavy-duty drum truck which incorporates progressive engineering principles. Circle No. 18.

### New Highway Truck

New Dodge trucks feature a roomy cab, gear-before-axle steering, a suspended brake and clutch pedals. For more information Circle No. 11.

### High-Output Battery

Extra power in Exide Ironclad batteries gets you more work from your present size fleet. For copies of an eight-page brochure, Circle No. 7.

### Bodies for Trucks

For information on how to select a highway truck body from the biggest line with the most options get this Fruehauf data. Circle No. 6.

### Cut Industrial-Tire Costs

A trained tire and wheel analysis man can cut your industrial-tire costs 50 per cent. For data on B. F. Goodrich survey, Circle No. 4.

### Busline Express Service

With Greyhound Package Express, it's there in hours and costs you less. For complete information on this service, Circle No. 25.

### Fork-Lift Controls

New fork-lift trucks from the Hyster Co. feature Monotrol, a revolutionary control system that frees the operator's hands. Circle No. 5.

### Lift that Cuts Costs

Lamson Mobilift Hydralizer cuts tire wear and improves traction on rough floors, dock boards, and ramps. For more data, Circle No. 13.

### Space-Saving Lift Truck

Steering on Lamson Mobilift's stand-up model lift trucks cuts aisle space, creating more space for storage. Circle No. 17.

### Handling Equipment Catalog

Lansing Co., maker of Lanco material handling equipment, is offering copies of its new catalog. Circle No. 15.

### Overhead Dragline

Overhead Trukveyors can improve your handling, provide safe material movement and speed dispatching and sorting. Link Belt offers book. Circle No. 1.

### Four-Wheel Trucks

Light weight, maneuverability, rugged construction are featured in four-wheel hand trucks manufactured by Magline, Inc. Circle No. 16.

### Highway-Carrier Service

McLean Trucking Co. is offering literature on its highway transportation service. Truck load and ltl service is offered. Circle No. 26.

### Wide Choice of Trucks

For data on a wide choice of regular or special-design floor trucks it pays to contact Nutting Truck and Caster Co. Circle No. 14.

### News of the Port

For shippers, export managers, traffic men who want news of the Port of Long Beach, free subscriptions to Harbor Highlights are offered. Circle No. 21.

### Steel-Strapping Tool

Signode one-hand strapping tool is easier and faster to use. It tensions, seals and scores the strapping. Circle No. 19.

### Hydraulic Pallet Truck

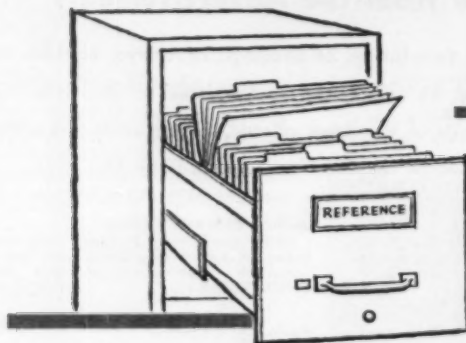
Stokvis Multiton Corp. is offering literature on its Multiton, fully hydraulic pallet truck line. For full information Circle No. 20.

### Low-Clearance Lift

Towmotor-Gerlinger is introducing its new series of Van Stack fork-lift trucks for use in vehicle loading and warehouse stacking. Circle No. 9.



# DISTRIBUTION AIDS



- Catalogs
- Specifications
- Directories
- Case Studies
- Reports

## Standard Pallet Tests

The National Wooden Pallet Mfrs. Assn. has published a set of Approved Tests for Evaluating Pallets. It is designed to help the user determine if a given pallet will meet his needs and to establish procedures to determine the relative effectiveness of pallets of various materials.

Circle 75 on Card, Facing Page 51

## Warehouse Profile

Equipment Storage Corp. has a new face which is illustrated and described in a new folder. You will be interested in the facilities described, also the building's ability to handle the storage of heavy equipment.

Circle 76 on Card, Facing Page 51

## Battery Information Given

A new 48-page general service manual published by C and D Batteries, Inc., details the operation, maintenance, charging, trouble-shooting, and repair of its batteries. Photographs, illustrations, and tables make the story clear. Beginning with basic battery theory and operating principles, the manual proceeds to explain various charging methods. Charging practices discussed include boost charges, manual charging, and modified constant voltage charging.

Circle 77 on Card, Facing Page 51

## Tips Speed Air Cargo

To insure speedy delivery of merchandise at the lowest possible cost with the least amount of red tape, Pan American-Grace Airways, Panagra, has issued a folder of helpful pointers. It aids in the preparation of documents, and lists general and specific cargo commodity rates to Buenos Aires from key U. S. cities. The Argentine pamphlet will be followed by similar folders on Panama, Colombia, Ecuador, Peru, Chile, and Bolivia.

Circle 78 on Card, Facing Page 51

## Lift Truck Selector Guide

A new 16-page catalog describing and illustrating the Lewis-Shepard Products, Inc., complete line of materials handling equipment now is available. The presentation includes specifications and illustrations on rider fork-lift trucks, rider tractors, narrow-aisle rider electrics, electric walkies, and manual equipment. An equipment selector chart gives quick visual reference to each type of equipment manufactured in every line of materials handling equipment. Each unit is found easily by a page index on the front cover.

Circle 79 on Card, Facing Page 51



## Freight Tracing Facility

Data on tracing gives shippers better freight tracing, according to literature from the Baltimore and Ohio Railroad. The leaflet shows that freight car data is originated on punch cards which are translated into teletype and transmitted by teletype to a nerve center for relay to sales representatives. All sales offices receive the complete picture on car movements 24 hours a day.

Circle 80 on Card, Facing Page 51

## Slide Rule, Rail Loads

Planning for boxcar load heights or number of layers has been made easier for shippers by introduction of a slide rule designed by Union Pacific Railroad. The rule is being distributed by the railroad to shippers in a move to minimize damages resulting from poorly applied loads. Levelness insures more protection in transit resulting in a better delivered condition at destination.

Circle 81 on Card, Facing Page 51

## Equipment Manual

Precision Equipment Co. has released a manual filled with descriptions of equipment helpful in many situations. A corner pallet guard is one of the many products shown.

Circle 82 on Card, Facing Page 51

## Narrow-Aisle Truck

Materials handling equipment, properly used, is an investment that begins to yield good returns as soon as it is put to use. Following this line of reasoning, The Raymond Corp. has issued a series of user reports showing the actual dollar savings effected through proper use of its narrow aisle trucks. Photographs are used to illustrate the applications.

Circle 83 on Card, Facing Page 51

## Aluminum Curtain Wall

The William Bayley Co., in a new offering, describes uses for its aluminum and steel curtain wall systems. Curtain-wall and window-wall illustrations highlight the booklet.

Circle 84 on Card, Facing Page 51

## Fast Freight Train Tables

The Canadian Pacific Railway Co. is making available copies of its new booklet entitled, "Schedules of Fast Freight Trains." The booklet is concerned with schedules effective April, 1959.

Circle 85 on Card, Facing Page 51

## World-Wide Moving

Some of the classifications covered under services available to you from Neptune World-Wide Moving are described in a folder from the company. It discusses and illustrates long distance moving, overseas shipments, office moving, and household moving. The handling of electronic equipment also is featured.

Circle 86 on Card, Facing Page 51

For prompt service, use the postage-free postcard provided to obtain **FREE LITERATURE** and **NEW PRODUCT** information described in this issue. All material on these pages is **FREE** unless otherwise noted.

### Trailer, Hoist Catalog

Single and tandem axle, light, medium, and heavy-duty dump bodies, dump trailers, and hydraulic hoists are among the products displayed in a new equipment catalog released by Hercules Steel Products Co. Latest steel dump bodies include units designed for use by persons desiring one body for many uses. New trailer bodies shown, for single and tandem axle applications, include frameless and frame-type units of steel and aluminum with smooth or corrugated bottoms. The hydraulic hoists include single and twin-cylinder underbody, conversion, and front-telescopic models.

Circle 87 on Card, Facing Page 51



### How to Package Better

An eight-page brochure full of cost-saving advantages which stem from the use of corrugated packing and shipping containers has been produced by Colt Packaging Machinery Co. According to the literature, the necessary machine is designed for the packaging user who requires varying sizes and quantities of containers to meet daily needs. The machine can tailor-make from 300 to 5000 boxes per hour. A complete dimensional change can be accomplished in 1½ minutes. Savings can result from the elimination of box obsolescence and the need for fillers to package products in standard size boxes.

Circle 88 on Card, Facing Page 51



### Sailing Schedule Available

Sailing schedules for steamers operating between New York and Houston; New York and Miami. New Orleans, Tampa; and New York and Puerto Rico are available from Pan-Atlantic Steamship Corp., operator of Sea-Land Service.

Circle 89 on Card, Facing Page 51

### Free Overhead Conveyor

Bulletin 159 from Columbus McKinnon Chain Corp. describes a power and free overhead conveyor which is designed for industry-wide application. The system, its components, and the Telematic Dispatch are illustrated and described.

Circle 90 on Card, Facing Page 51

### Screw Conveyor Drives

A 16-page bulletin describes a compact screw conveyor drive complete with speed reducer, packing gland, and drive shaft, all of which mounts as a unit on a trough end. Dodge Mfg. Corp., creator of the booklet, has an expanded line which includes four sizes.

Circle 91 on Card, Facing Page 51

### LCNC Official Directory

The 1959 edition of the Local Cartage National Conference Official Directory is off the press. It contains names of local and short haul motor carriers, pool car and pool truck distributors, and heavy specialized motor carriers.

Circle 92 on Card, Facing Page 51

### Spray Stencil Inks

The warehouse industry will find the use of ink in spray can applicators very attractive, says Reynolds Ink, Inc. Not only ink for printing, but ink for obliterating is covered in the company's latest folder. The obliterating spray is tan colored.

Circle 93 on Card, Facing Page 51

### Adhesive Applications

More than 175 glue guns are covered in an illustrated brochure from John P. Fox Co., Inc. Equipment permits a precise amount of adhesive to be placed exactly where it is needed without waste, and much faster.

Circle 94 on Card, Facing Page 51

## BOOKS

### Interstate Commerce Law

The purpose of the recent book, "Interstate Commerce Law and Practice," by William J. Knorst is to record changes and proposed changes in the Interstate Commerce Act, as amended, and the changes made in the general rules of practice by the ICC of the previous three volumes. Also, the book contains digests of the latest important decisions of the Supreme Court, federal district courts, state courts, and the ICC. The introduction of many transportation bills in the 85th Congress which propose a new philosophy in transportation regulatory law has made it necessary to add two chapters.

Volume IV may be obtained by writing to the College of Advanced Traffic, 22 W. Madison St., Chicago 2, Ill. Price: \$7.50.

### Financial Record Rules

The varying lengths of time which company records must be kept in regard to income and excise taxes, social security, payrolls, etc., have been tabulated in a new report by Controllershship Foundation, Inc.

The 242-page study is subtitled "A Guide to U. S. Federal Requirements."

Prepared by Robert B. Wheelan, a research associate on the Foundation staff, the guide lists general requirements and retention requirements affecting freight forwarders, air carriers, motor carriers, and water carriers.

Copies of the volume are obtainable from the Controllershship Foundation, Inc., Two Park Ave., New York 16, N. Y. Price: \$10.

### Food Preservation Hints

"Radiation Preservation of Food" is a 475-page book which contains information accumulated by the Army Quartermaster Corp during its first four years of pioneer research into the use of ionizing radiation for food preservation. Some of the most important findings were drawn from unpublished government reports, files, and technical reports. Also contained are chapters covering physical, chemical, biological, and technological aspects of the new process. Problems and predictions for future development and commercialization are discussed also.

The new book may be ordered from the Office of Technical Services, U. S. Dept. of Commerce, Washington 25, D. C. Price: \$5.

# Pole Construction Brings



The interior of Chapman Chemical's pole-type warehouse has ample room for handling materials as is evidenced by the fork-lift trucks shown in the wide aisles

**L**EADERS in the distribution field, faced with aging warehouses and growing demands for space, are turning to a variety of new construction methods to close the gap. One of these is the pole-type building.

The rate of new construction of warehouse and distribution facilities is better than it was a few years ago. But, it is still a long way off the pace of construction needed for adequate handling of the increased tonnage in the distribution channels. Meanwhile new techniques in materials handling are pushing rapidly into obsolescence many older facilities.

## Deterrent

Major deterrent to warehouse construction is high construction costs. You'll pay about 26 per cent more for a building today

than you would have paid five years ago. With other costs mounting, the average distributor is taking a long, hard look before investing in new warehousing facilities.

For many the answer to the problem of warehouse construction is pole buildings. This technique uses pressure-treated poles as a framework around which you "wrap" the siding and roof.

Pole-type construction offers many advantages. First it shows remarkable savings in first costs. It is frequently as much as 50 per cent cheaper than conventional building methods. Furthermore, with pressure-treated poles and lumber, the building is a permanent building. In addition, a pole-type building can be up and ready for use in a matter of days and weeks, rather than months.

It isn't necessary to forecast long range needs, either. Pole-type construction offers great flexibility. Buildings can be constructed to meet present requirements. Additions can be made, quickly and inexpensively, as later needs dictate.

Also in the long-range aspect are maintenance costs. Pole buildings retain their structural strength and durability for generations.

## What are pole buildings?

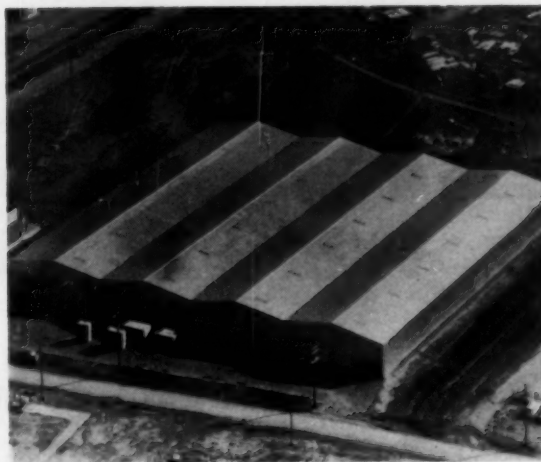
Pole buildings are buildings whose basic structural members consist of a series of pressure-treated poles, set in the ground. These poles are the only supports for the roof and siding. In this way, the cost of expensive load-bearing walls is eliminated.

Grading is limited to merely leveling the area for the floor; ex-



# Down Costs

In an atmosphere of rising costs, the pole-type warehouse may provide solutions to many problems facing warehousemen who build warehouses for increased space and efficiency

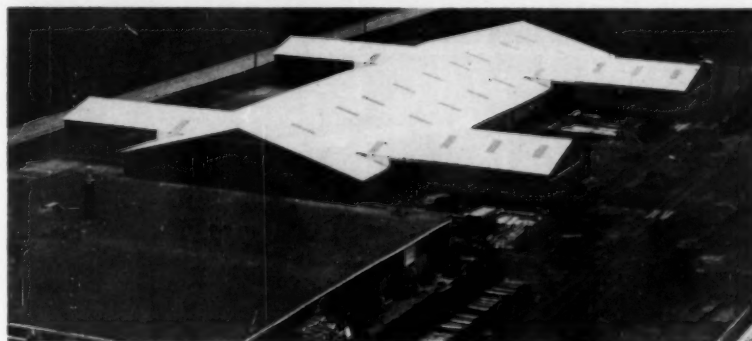


Pole-type warehouse has aluminum siding and roofing. Consolidated Grocers of Chicago owns building



Left: Poles used by Chapman Co. were processed by the Koppers Co., Inc. Poles were pressure-treated first

First of two warehouses built for The Andersons of Maumee, Ohio. Its truck shed wings are found at the far left



cavating is simply a matter of digging the holes in which the poles are to be set. No foundation work, preframing, or on-the-job engineering is required. Only light erection equipment is necessary.

## Exterior Walls

Roof and siding can be any of the conventional sheathing materials—aluminum, galvanized steel, or pressure-treated wood. They go into place quickly, because they can be nailed to cross members which, in turn, are nailed directly to the poles.

One of the major advantages of pole-type construction is the opportunity it provides to use wood for interior support members, trusses, and arches. With its high tensile strength, resilience, ready availability, and ease of handling,

wood has always been popular as a building material.

Pole-type buildings are permanent.

Any building which derives its support and strength from wooden poles is as permanent as the poles themselves. Ordinary wood is subject to the ravages of two tough enemies—termites and decay.

Ordinary surface treatment of

wood—painting, dipping, etc.—affords little protection against these enemies. The natural seasoning process of lumber results in a certain amount of checking and spreading which opens up the interior fibers of the wood. Through these, termites find easy passage. The microscopic airborne fungi which cause lumber to rot and decay enter easily.

(Please Turn to Page 74)

# Plan Your Yard When You Plan Your Plant

Don't let your planning stop at the wall of your plant. Consider the outside area from a storage viewpoint and, if desirable, link it to the plan



Storage yards may be equipped with racks to increase capacity greatly

Special care must be taken in the selection of lift trucks for outside



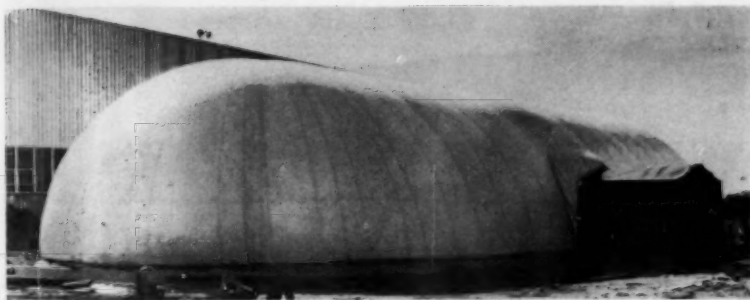
MAGAZINE articles and papers presented at association meetings have made industry acutely conscious of the need for integrating structural facilities with materials handling activities.

Minute details for preparing flow charts are given. The use of templates in plant layout is explained. But what about storage yards? Surprisingly little is said about these facilities beyond the admonition that they should be "adequate."

The storage-handling area adjacent to a plant should be considered as an integral part of the operations. Therefore, the techniques for studying material flow and internal arrangements should not stop at the building walls. They should extend into the storage yard.

Here the raw materials to be used in the plant and sometimes the finished products are stored. Such items as structural shapes and other heavy articles not damaged by exposure for many years have been stored outside. But today we can extend the list considerably.

One reason for this is the space



The air structure is one of several temporary warehouses now available

By D. O. Haynes

DA Materials Handling Consultant

gained in the move to the suburbs. Coupled with this is the development of relatively inexpensive "prefabricated" buildings.

#### Tackling the Job

Working with integrated planning brings out two basic facts—it is not a "one-man show" and the earlier everyone concerned with the problem gets into the act, the better. Changes are costly after the architect's drawings have reached the blueprint stage. Rather than make a change one is apt to say "Oh well, that really isn't important anyway." And regardless of how competent an industrial architect may be, he cannot provide proper facilities without full information about the activities to be carried on. This is where the team-work part comes in.

Those who have anything to do with planning production and handling methods should certainly be part of the advisory group.

When it comes to storage facilities, two men in particular have

very real responsibilities—the man who directs purchasing and the one who manages traffic. Based on production schedules, the purchasing agent works out what raw materials are required and when. On the other hand, the traffic manager will work out what carriers shall be used and what the inflowing volume will be. The same kind of data must be developed for work-in-process and finished products, if these are to be stored.

With the team organized, let us look at some of the factors which they will have to consider.

#### First Things First

All too frequently a piece of land is acquired and the building located. Plans for the structures include the loading and unloading platforms and the locations of rail sidings. Entrance roadways are laid out. Provisions are made for parking. What's left over is designated for the yard.

If the yard is to be considered as an extension of the plant, this sequence should be reversed.

Consideration must be given to what effect future expansion of

the plant will have on the storage area.

If the building will be extended out into the yard area, where will new storage space be found? It should not be forgotten that expanded production facilities will probably call for increased storage facilities.

#### Grading and Drainage

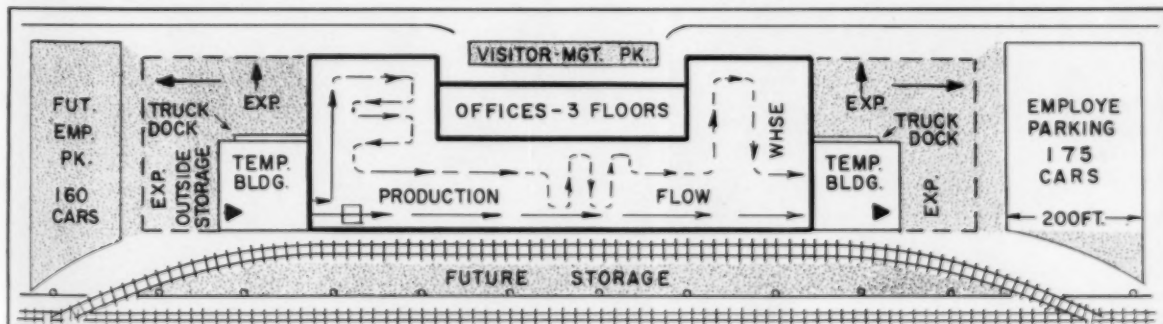
In most instances a plant site must be graded to provide reasonably level terrain. Where it is necessary to use some of the excavated earth as fill, it is important that such areas be given time to settle before heavy materials are stored on it. Should there be any doubt about this, soil-bearing tests should be made.

In a pipe storage yard laid out on ground "reclaimed" from a lake, sleepers for supporting the lengths of stored pipe sank below the surface because the ground had not settled.

Part of the grading problem is proper drainage. If natural runoff is not adequate, subsoil drains probably will be required.

The most important factor in selection of the surface for yard roadways is the equipment which is to operate over it. Where electric fork-lift trucks run between the plant and the storage areas, concrete roadways are a necessity. Blacktop is satisfactory for most other materials handling equipment. Of course, one would not use such a surface where crawler

(Please Turn to Page 75)





# How We Modernized a

By Gilbert I. Ross  
Ross & Co.,  
New York City, N. Y.

**This company could have established a one-floor branch warehouse out in the suburbs. Instead it enlarged its old building. Here's the reason why**

**K**EEPING 171 retail stores supplied with the items sold over their counters each day is a distribution problem of no small magnitude.

In the case of Peoples Drug Stores, 6000 to 7000 drug items had to be handled. There also were cosmetics, candy, cigars and cigarettes, and other sundry merchandise. Besides, there are supplies for the soda fountains and lunch counters. Including the company-baked cakes and other food items, the chain supplies its stores with perhaps as many as 30,000 different items.

Day in and day out the stores' stocks must be replenished. And, occasionally there is a new store

to be completely stocked. Somewhere in the process of adding retail outlets, the capacity of the warehouse had to be increased.

Peoples warehouse grew with the stores. First it was a small four-story building at the corner of 1st and Decatur Sts in N.E. Washington, D. C. Then a big four-story extension was added. A commissary, another extension and a third addition were included. Then warehouses on the outside were secured for toys and overflow merchandise.

When it became evident that more capacity would be needed and that greater efficiency in warehousing should be sought, studies were initiated.

The studies indicated that certain parts of the operation should be improved. For example, it was found that the receiving capacity needed to be tripled or quadrupled. Additional floor space was needed for storage. There was a need for considerably more flow of merchandise in each eight hours and for a shorter time lapse on assembling and loading the day's orders.

Various ways to accomplish this were considered. One was a new branch warehouse, an ultra modern one-story distribution center. Another possibility was a large addition to the existing multi-story warehouse.

The preliminary estimate on the  
(Please Turn to Page 76)

**All incoming products are palletized in highway trailer and moved into the warehouse by walkie**



**Two over-sized 25,000-lb capacity freight elevators take incoming goods to the storage floors. Building has four floors and basement**



***As the Operator Uses It***

# a Multi-Story Warehouse

By Russell G. Wolfgram  
*Operational and  
Warehouse Manager,  
People's Drug Stores, Inc.*

Our improved warehouse is operated by 27 less men,  
work output of the receiving crew is 50 per cent  
higher, and truck waiting time has been reduced

**T**HE GROWTH of People's Drug Stores Inc., a retail chain operating around Washington, D. C., has jumped from 140 to 171 stores within the past 10 years. In addition, each store increased its volume. This rapid expansion brought many operating problems. One of the biggest was in the warehouse.

The original warehouse is a four-floor and basement building having 110,000 sq ft of storage area. As volume increased, this building proved too small. It became necessary to rent outside space for peak inventory periods several times a year. Trucking, rental, and labor charges for these outside storage areas ran high. A burden was

placed on the efficiency of the warehousing setup.

But the major problems centered in the main warehouse. Because it is not located on a railroad siding, all incoming shipments arrived in over-the-road trucks. Outgoing shipments, of course, go out in trucks, too. One single-truck dock served both incoming and outgoing traffic.

By having trucks back in at an angle, the small dock was made to service two trucks at once. But even with this arrangement, trucks and trailers often jammed the street, awaiting their turns to load and unload.

As goods came in, they were  
*(Please Turn to Page 77)*



Pallet trucks supplement high-lifts by moving single pallets in and out

Merchandise is stored in same order as it is listed on requisition form



Raymond narrow-aisle electric straddle trucks tier palletized stock ceiling high in the warehouse. Bulk storage items are stored on the three top floors



# Materials Flow Through Sound-Conditioned Warehouse

At this warehouse, the close relationship between the materials handling manager, the traffic director, and the vice president makes a management team best able to direct this distribution plan

**A** VITAL factor in the successful distribution of proprietary items, such as those manufactured by Bristol-Myers Co., is smooth materials handling.

With products sold in drug stores, super markets, and countless other retail outlets, speed and efficiency are essential in assuring a constant supply of our products on dealers' shelves.

One of the worst things a druggist can tell a customer with a headache is, "Sorry, we're out of Bufferin." The job of the materials handling manager, and his crew is to make certain that the druggist never has to make such an apology.

**By Charles Bartell**  
*Materials Handling Manager,  
Bristol-Myers Co., Hillside, N. J.*

The materials handling manager in this instance reports to the traffic director for shipping instructions. The traffic director is responsible to the vice president of production.

Such a close relationship between the materials handling manager, the traffic director, and the vice president allows a management team which is best able to direct this critical phase of any large distribution program.

In late 1957, Bristol-Myers com-

pleted its new warehouse in Hillside, N. J. The materials handling center is housed in a modern building measuring 440 by 210 ft. The warehouse occupies the ground floor while new offices are on the second.

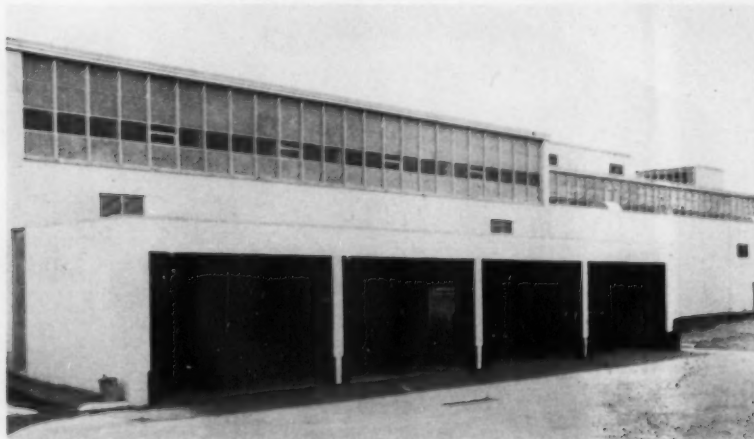
It is built of structural steel with outer walls of white brick veneer. A 2-in. dead-air space separates the brick from inner walls of cement block which have been left in their natural color on the inside. On the second floor, curtain wall components were used extensively in forming the exterior, creating a crisp, modern look.

In the design stage, to safeguard the quality of the products

Sprayed Limpet asbestos from Keasbey and Mattison kills fire, noise



Overhead doors allow two trucks to pass through together. Doors lead to closed loading area. Offices are on top





in storage, it was decided to build the new facility without windows. In doing so, the effects of the outside atmospheric conditions were minimized.

Moreover, temperature and humidity can be controlled better; damage to goods caused by infiltration of the elements through windows is eliminated. Seven powerful exhaust fans in the ceiling, are each capable of moving 18,000 cfm. Excellent lighting is achieved through the use of fluorescent lighting fixtures suspended from the ceiling.

In addition to the efficiency of operation, a visitor to the warehouse is impressed by the cleanliness of the interior and the pleasant acoustics.

The interior is virtually dust-free underfoot through the use of

a special topping, a high density concrete which is exceptionally strong and highly resistant to chipping. As the concrete was poured, strips of burlap were laid down over it and portland cement sifted over the strips. This soaked up the excess moisture from the freshly poured concrete. The burlap was removed, along with the film of moist cement and heavy rollers then moved back and forth, compacting the new floor. Prolonged exposure to traffic actually tends to impart a sheen to the floor.

#### Acoustics

The excellent acoustics results from a blanket of asbestos fibers which was applied to the exposed cellular steel flooring of the offices overhead to protect it from fire.

Sprayed onto the surface by means of gun-type applicators, the asbestos not only protects the metal from fire for periods up to four hours, but also acts as a blotter, literally soaking up noises which result from the handling operations. Completion of the building was materially hastened through the use of the asbestos fire-proofing.

A crew of 30 handles the more than 70,000,000 lb of finished goods which pass through the warehouse each year. The men are divided into two shifts: 7:00 am to 3:30 pm and from 2:00 pm to 10:30 pm.

Working as a closely coordinated team, the night shift assembles shipments for the following day while the day shift actually loads.

(Please Turn to Page 78)

Mountains of cartons give example of heavy job handled by warehouse crew. More than 70,000,000 lb yearly



From sealing machines, cartons move to warehouse floor by means of 4 conveyors, two of which are at upper right



Assembly crew gathers orders from instructions given over public address system by foreman at desk with microphone

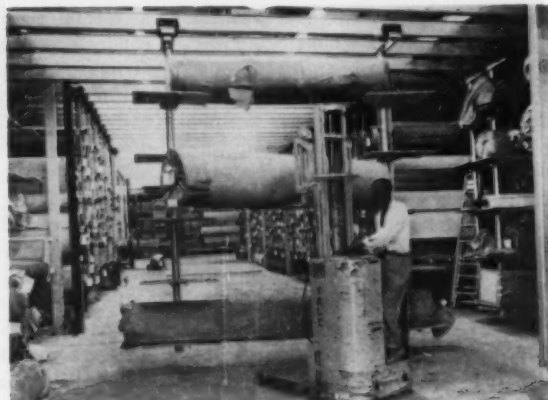


Adjustable dock allows fork-lift truck to drive directly into van with load. Ramps are stationed in front of area





Full use is made of warehouse air rights and aisle space



Monorail moves rolls from three tier storage for delivery

## Warehouse Designs Economy In Straight Flow Pattern

**Key operations at this warehouse are coordinated to allow goods to travel through it with speed and economy**

**T**HE THEORY that a straight line is the shortest distance between two points is used by this warehouse to connect receiving, storage, and distribution functions.

Original construction plans for the S. Kann Sons Co. warehouse followed the time-saving theory. The building is oblong in shape with merchandise received at four points along one side of the long dimension, stored and processed in the center, and distributed from the opposite side.

Each department is located between the receiving point for its type of merchandise and its main point of distribution. Thus, small goods that require price marking are received at one end of the building and move directly across

the short dimension to the package consolidating point, while bedding and furniture are received at the other end and move directly across to bulk-furniture delivery.

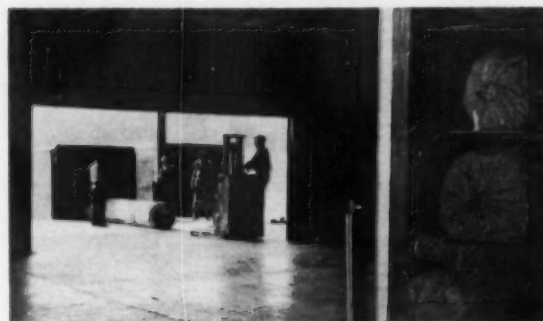
Departments that contribute to both types of delivery or whose main distribution is through the shuttle service to the stores receive and store near the center of the building. Shipping and shuttle service are located between the bulk delivery and the package consolidating point.

The problem of receiving at scattered and distant stations without increasing the receiving

group was resolved by the elimination of the group. Proximity of the departmental storage areas to the receiving points made it completely practical to combine the functions of receiving, checking and marking, storage, and processing. Departmental receiving is perhaps the most unusual feature of the operation.

Delivering carriers instruct their drivers to report to receiving platform 1, located at the corner of the building nearest the approach from the street. This platform measures 25 x 50 ft and connects with the small goods checking and marking room.

Processing areas handle stock from the storage area





In Kann warehouse, Yale and Towne tractors pull trailers to storage areas



Departmental receiving is the most unusual feature of this new warehouse

Deliveries are speeded to customers from 24 space truck dock at north side



It is not manned unless actual receiving is in progress. A doorbell has been provided as a means for the driver to alert a member of the checking and marking group. If the truckman is delivering this type of merchandise, it is received there. If he has other types, he is directed to platform 2, 3 or 4, which are located farther along the same side of the building. Regular drivers soon learn to eliminate this stop.

The small goods checking and marking room measures 62 x 100 ft. The group receives, checks, marks, and places in stock all small and medium housewares and

small electric appliances. It receives, checks, and places in stock all supplies. It receives china and lamps and places them in a designated space adjacent to these two departmental areas.

Stock people from these departments check and mark the merchandise and place it in stock. Also, they interchange with the checking and marking group when it is expedient.

A truckman delivering nursery furniture, toys, shades, blinds, awnings, major appliances, and large housewares is directed to platform 2. There, unless actual receiving is in progress, he will

find a 25 x 40 ft open platform with the door into the building closed and locked.

He will ring a doorbell which will be answered by a stockman from these departments, located immediately inside. The stockman will receive and check the shipment, transport it into the building, and place it in stock. He will then return to other duties.

A truckman delivering floor coverings will be directed to platform 3. This is the first doorway on a long, open platform 25 x 216 ft. Here again he must ring a bell to be answered by a man from the rug stock and work room, located immediately inside. The same procedure will be followed as at platform 2. The same thing is true at platform 4 where bedding and furniture are handled.

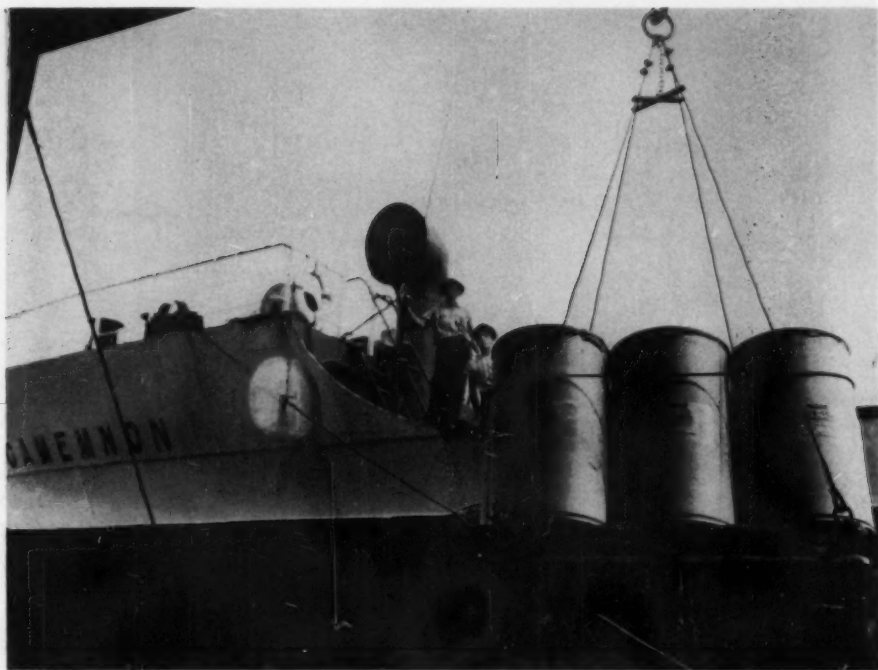
One order and invoice clerk takes care of the 15 departments housed within the warehouse. Departmental files are located near the receiving point for each, and the clerk moves from one to the other during the day.

The receiving record is made on a more or less standard four-part form consisting of an apron, duplicate checking slips and a manifest. Upon receipt, the apron is placed in the order and invoice file. A blind check of the merchandise is recorded on the duplicate checking slips and these are placed in the file. At the end of each day the manifest, together with freight bill copies, is forwarded to the traffic department at the Washington, D. C., store.

The clerk compares order, invoice and checking slips, recording terms, discount data, cost, and retail price. The invoice is pasted to the apron and sent to Accounts Payable for payment without the buyer's signature. A prepayment procedure has been set up for short-term discounts.

The buyer's copy of the checking slip, which is now a duplicate invoice, is sent to him for whatever use he chooses to make of it. The marking room copy is returned to the marking room and it is from this copy that price marking is done. ●





The Shipping Act of 1916 specifically states what steamship companies are forbidden to do: use fighting ships, deferred rebates, retaliation, or use any unfair contracts

## The Steamship Conference

**This discussion on the salient points of the Shipping Act of 1916 will help you to better understand the steamship conference rate system as it operates among steamship companies**

**By Roland L. Kramer**  
*Professor, Commerce and Transportation*  
*University of Pennsylvania*

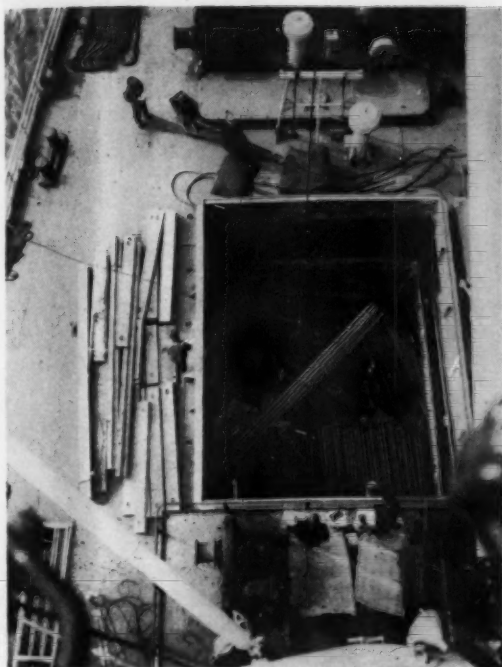
**S**TEAMSHIP companies of the U. S. which are engaged in the foreign trade, with rare exceptions, belong to so-called conferences. The same steamship companies are the separate and independent lines which operate in the trade that is covered by each conference.

A conference then would appear to be a combination that would be contrary to the anti-trust laws of the United States.

### Conferences and the Law

The Shipping Act of 1916 was adopted by Congress following a lengthy study and hearing. The act authorizes the formation of ocean steamship conferences under condition that they file their articles of agreement with the, now, Federal Maritime Board. They also must keep the FMB advised of changes in the articles of agreement.

By that simple means, steamship companies associate in conferences for the purpose of controlling competition, and in doing so they are exempt from the anti-trust acts of the United States—again, provided that they keep the FMB informed. However, there are certain things which they are not permitted to do.



A conference may appear to be a combination contrary to U. S. anti-trust laws, but it's not

## Rate System

As specifically set forth in the Shipping Act of 1916, steamship companies are forbidden to:

1. Use fighting ships. A fighting ship is a vessel used for the purpose of excluding, preventing, or reducing competition by driving another carrier out of a given trade.

2. Use deferred rebates. A deferred rebate is a "return of any portion of the freight money by a carrier to any shipper as a consideration for the giving of all or any portion of his shipments to the same or any other carrier . . . the payment of which is deferred beyond the completion of the service for which it is paid and is made only if during both the period for which computed and the period of deferment, the shipper has complied with the terms of the rebate agreement . . ." (See Shipping Act of 1916, Section 14, First. As amended by Merchant Marine Act of 1920.)

3. Retaliate against any shipper. By retaliation is meant "refusing or threatening to refuse space accommodations when such are available or resort to other discriminating or unfair methods because such shipper has patronized any other carrier or has filed complaint charging unfair treatment or for any other reason." (Ibid. 3.)

4. Make any unfair or unjustly discriminatory contract or any other such arrangement with any shipper. An unfair or unjustly discriminatory contract would be one based upon the volume of freight offered. It also includes unfair treatment and unjust discrimination against any shipper in rehandling, stowing of freight, or adjustment of insurance claims.

These are the practices which are outlawed. Further provisions of the law declare it to be unlawful to unduly discriminate or to unreasonably give preference. The keynote of the legislation regarding common carriers in water-borne foreign trade is non-discrimination and non-preference.

When the act deals with interstate commerce, immediately the tone shifts to "just and reasonable rates"—language not mentioned in connection with international shipping.

### Character of Agreements

Section 15 of the Shipping Act of 1916 is a peculiar section. It declares that the FMB may disapprove, cancel, or modify any agreement which is found to be:

1. Unjustly discriminatory or unfair:

a. As between carriers, shippers, exporters, importers, or ports, or

b. As between exporters from the United States and its foreign competitors, or

2. To operate to the detriment of the commerce of the United States, or

3. To operate in violation of this act.

The Board is required to approve every agreement which does not run afoul of one of the yardsticks. Here are the specific features of conference agreements stated in the Shipping Act which are to be judged by the Board as explained above:

1. Fix or regulate transportation rates and fares.

2. Give or receive special rates, accommodations, or other special privileges or advantages.

3. Control, regulate, prevent, or destroy competition.

4. Pool or apportion earnings, losses, or traffic.

5. Allot ports, or restrict, or otherwise regulate the number of sailings between ports.

6. Limit or regulate in any way the volume or character of freight or passenger traffic to be carried.

7. In any manner, provide an exclusive, preferential or cooperative working arrangement.

Now that we have seen what the law permits or does not permit, let us examine the specific provisions found in existing conference agreements, all of which are on file in the offices of the FMB. Mimeographed copies are available from the FMB upon request.

### Provisions of Agreements

The main provisions of steamship conference agreements can be summarized as follows:

1. The trade in which conference members operate.

2. All charges for transportation to be charged strictly in accordance with the tariff of rates and  
(Please Turn to Page 79)

# Problems in Classification

In the column at the right, the remaining rules for classification of freight are summarized. Rules 1 through 15 were published in the July issue. Below are three problems which the author presented in his new book, "Advanced Traffic Management," to show use of the rules.

**By Kenneth U. Flood**  
Associate Professor,  
Georgia State College  
of Business Administration

**T**HE PLANNING of one freight shipment may involve the use of many classification rules. Different interpretations of the meaning and application of these rules often arise.

The three problems and answers which follow show how one traffic man would interpret some of the important classification loading rules.

**Problem 1:** How would you load the following shipment in order to minimize the freight charges? What classification rules would be involved? What would be the total freight charges?

Commodity A—Actual weight 20,000 lb. Carload rate 200 cwt, min wt 24,000R.  
Lcl rate 300 cwt.

Commodity B—Actual weight 13,000 lb. Carload rate 175 cwt, min wt 30,000 lb.  
Lcl rate 250 cwt.

For purposes of this problem, assume the commodities have similar density and that 28,000 lb is the most that can be loaded in a 40-ft 7-in. car. Also assume that all of the freight cannot be loaded in the largest boxcar.

**Answer:** This shipment can be loaded as follows:

Main car 20,000 lb Commodity A

8,000 lb Commodity B

Part-lot car

5,000 lb Commodity B

**Freight Charges:**

Main car Com A

20,000 lb @ \$2.00 = \$400.00

Com B

8,000 lb @ 1.75 = 140.00

Deficit Wt

2,000 lb @ 2.00 = 40.00

Part-lot car

Com B

5,000 lb @ 1.75 = 87.50

Deficit

1,000 lb @ 2.00 = 20.00

**Total Charges \$687.50**

This being a mixed carload, Rule 10 would apply. Under the so-called "modified" rule, the commodities

move at their applicable rate with the highest minimum weight applying; any deficit in the minimum weight will be charged for at the highest carload rate applicable to any commodity in the shipment.

If the freight is loaded in two cars, Rule 24 governs. Because the highest minimum is 30,000 lb, it is necessary to pay for 2000 lb of deficit weight at highest rates, for only 28,000 lb can be loaded in the main car. Rule 24 also specifies a minimum weight of 6000 lb for the part-lot boxcar. Therefore, with only 5000 lb overflow, it is necessary to pay for 1000 lb deficit weight. Under Rule 24 the overflow freight is carried at the carload rate with the deficit weight, according to Rule 10, taking the highest rate.

Rule 24 states that it will not apply to freight if the minimum carload weight is subject to Rule 34. But, Rule 10 applies on mixed carload shipments and this rule states that the highest minimum governs the shipment. Therefore, this shipment is subject to a carload minimum of 30,000 lb, assuming the main car was 40-ft 7-in. or less, and not Rule 34.

In other words, this shipment is taken out of Rule 34 by Rule 10, and, therefore, Rule 24 is applicable.

**Problem 2:** What would be the total freight charges on the following shipment?

	Actual Weight	CL Rate	Minimum Weight	LCL Rate
Box 1—Machine A	5,000 lb	2.00	24,000R	3.00
Box 2—Commodity B	3,000 lb	2.00	30,000 lb	3.00
Commodity C	3,000 lb	1.50	40,000 lb	2.25
Box 3—Commodity D	10,000 lb	1.50	30,000 lb	2.25
(Base to Machine A)				
Box 4—Commodity B	5,000 lb see above			
Box 5—Commodity C	10,000 lb " "			

**Additional facts:**

1. All freight could be loaded on a 53-ft flatcar. All but 5000 lb could be loaded on a 42-ft 6-in. flat.

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# on of Freight

These three problems, excerpted from a new book on traffic, give the reader a chance to review classification rules

2. Dunnage 1000 lb.
3. First class rate is \$5.
4. Rule 34—24,000R—53-ft car—min wt 48,000 lb.
5. Assume the shipment already has been boxes so there is no chance to plan the shipment differently.

Answer: Load all boxes except Box 1 on a 42-ft 6-in. flat and ship Box 1 as an lcl shipment.

If Box 1 should remain in the shipment Box 3 would have to move at the \$2 carload rate (Rule 20), and if a 53-ft car were used, the minimum weight would be 48,000 lb (Rule 34 and Rule 10). If Box 1 were shipped in a 42-ft 6-in. main car and Box 4 were loaded in a part-lot car, Box 4 would be assessed its carload rate but would be subject to a minimum of 4000 lb at the first class rate (Rule 24). Also note that Box 2 must be rated at \$2 (Rule 12) and that 40,000 lb would be the governing minimum weight (Rule 10).

#### Freight charges:

Box 1	5,000 lb @	\$3.00 =	\$150.00
Box 2	6,000 lb @	2.00 =	120.00
Box 3	10,000 lb @	1.50 =	150.00
Box 4	5,000 lb @	2.00 =	100.00
Box 5	10,000 lb @	1.50 =	150.00
Deficit Wt	9,000 lb @	2.00 =	180.00

Total Charges	\$850.00
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To this \$850 must be added any general increases not included and a 3 per cent transportation tax if not for export. All dunnage up to 900 lb would go free because of the deficit weight.

Problem 3: What would be the proper interpretation of Rule 29 of the UFC? The shipment consists of one electric traveling crane, which, on account of its size, requires four flatcars. The cars were loaded as follows:

Pennsylvania car	13,100 lb
Wabash car	38,000 lb
CB&Q car	49,100 lb
C&NW car	29,800 lb

The total actual weight is 130,000 lb. The largest car in this series is stated to be the Wabash car, (Please Turn to Page 113)

## Classification Rules

(Continued from Page 39, July Issue)

Rule 16 of the Uniform Freight Classification defines lcl as shipments of less than carload minimum weights or where pickup and delivery is performed.

Rule 17 says that where items are not specifically described, carriers will apply the classification for articles which are analogous. Under Rule 18, a combination article (chair and ladder) takes the rating of the higher.

In Rule 19 it is stated that knocked down items must be packed more compactly to qualify for a lower rate. Rule 20 says that if all parts of the articles are included in a shipment it takes the rate for the complete article.

Nested articles are described in Rule 21. Wooden articles "in the rough," "in the white," or "finished," are defined by Rule 22. According to Rule 23, freight must not be loaded in the bunkers of refrigerated cars.

Rule 24 extends the carload rate to include part loads in excess of carload. The words "iron" and "steel" are made interchangeable by Rule 25. There is no Rule 26.

Carload freight is loaded by the consignor and unloaded by consignee in most instances. This is Rule 27. Shippers, according to this rule, must observe safe loading regulations.

Rule 28 includes synthetic rubber in the definition of rubber. Long shipments requiring two or more open cars are discussed in Rule 29.

Dunnage, the subject of Rule 30, must be furnished by the shipper. Rule 31 states that the rail ratings do not include expense of refrigeration. Rule 32 says that no charge is made for the transportation of ice for use in bunkers of cars unless it is taken out of the bunker by the consignee.

Rule 34, Minimum Carload Weights, usually applies on light and bulky commodities. It provides for a sliding scale of minimums where indicated by R after the carload minimum weight in the classification.

Carriers are not obligated to furnish or to clean tank cars, according to Rule 35. Fractions in computing rates are covered by Rule 36. Commodity rates vs. class rates is the subject of Rule 38. A commodity rate usually takes precedence.

Rule 39 covers explosives and Rule 40 deals with shipping containers other than fibreboard. The latter contains detailed specifications for wooden boxes, crates, pails, barrels, drums, cans, carboys, and bags. Rule 41 takes up fibreboard containers.

Rule 45 is "Advertising Matter or Premiums Included in Shipment." Regulations Governing COD Shipments" is the subject of Rule 47. "Experimental or Test Shipments" is the title of Rule 49.

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t flatcar.  
6-in. flat.

## **Straddle Trailer Cuts Turnaround Time to Fraction**

With this new highway trailer, you load a special section of your yard, then the trailer backs over load and picks it up. Loads on pallets can be picked up in a minute without the driver leaving his cab

**W**HERE you find one trailer replacing three and doing it with less effort, you find a happy user. Gerard Renzelman, storage superintendent for Gates Rubber Co., Denver, Colo., is happy.

He is the user of a Straddle Trailer which moves up to 5000 tires a day from the factory to the company warehouse 11 miles away.

A Straddle Trailer is the invention of Chester C. Clifton, president of the Mighty Mover Corp. It picks up large palletized loads which have been assembled on ground level.

### **Loads Stacked**

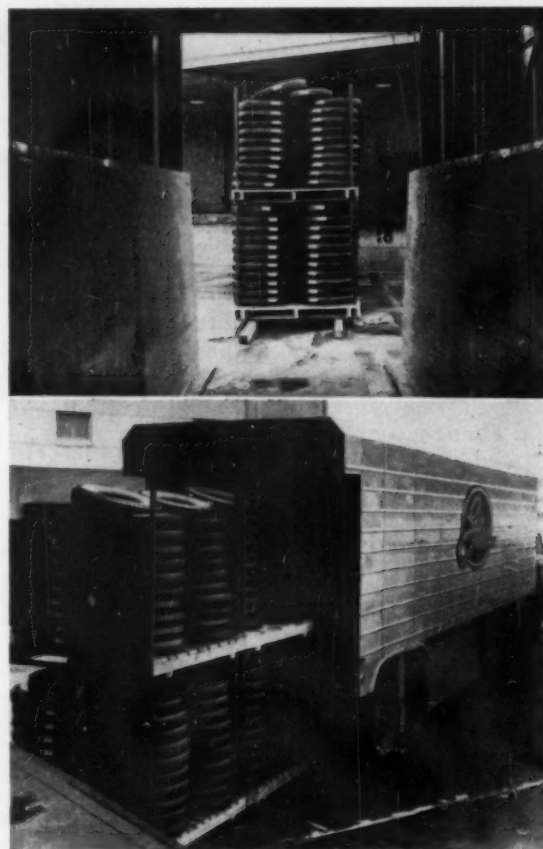
The load can be stacked at any time during the work day. When the trailer arrives, the driver backs the trailer over the load. Without getting out of the cab, he operates simple hydraulic controls that bring two angle iron shoes in under the pallets. With these controls, he also can lift the load. It centers automatically. A minute after the truck arrives, it's on the road again with a load.

Power for the hydraulic lift can

be built into the trailer or provided from any standard highway tractor. Key to the Clifton design is a bridge-type frame construction and walking-beam wheel suspension. The most significant design innovation was the mechanism that powers the lifting shoes.

Two hydraulic cylinders are mounted across the top of the trailer frame. They power steel cables that bring the two sets of arms in to grip the load with a total force of about 16,000 lb. Power from a third cylinder lifts the shoes and the load. Arms can be adjusted in seconds for pallets ranging from 36 to 75 in. wide.

To pick up the load, the driver need only activate the cylinders —positioning and centering is automatic. The loading is locked at the cylinders on the trailer by check valves, so it cannot be lost by power or hose failure from the tractor.



Driver lines up the rig with the load, backs up to cover it. Load is centered and locked automatically

For some loads, a simple open frame will do, with the full visibility making the driver's job of positioning and backing that much easier. In the closed models, the lifting shoes form a tight seal around the pallet, and steel panels on the arms box in the whole load against weather and dirt.

The low center of gravity—the bottom of the pallet is just 12 inches off the ground—makes the trailer easy handling on the road.

### **Low Tariff**

Wilhelm Trucking Co. of Portland, Ore., had a custom hauling tariff for steel of 13.8 per cwt with a 40,000-lb minimum, customer loading and unloading. With the Straddle Trailer the tariff is 7 cents per cwt, with a 20,000-lb minimum. The customer loads and unloads the pallets. Wilhelm is grossing \$25 to \$35 per hour on the operation. ●

### Safety Award Winners

First Place: Longview, Texas, Plant of Trailmobile, Inc.

Second Place: Avon Lake, Ohio, Plant of Fruehauf Trailer Co.

Third Place: Ft. Wayne, Ind., Plant of Fruehauf Trailer Co.

Fourth Place (Tie): Lufkin Trailers and Cincinnati Plant of Trailmobile.

Fifth Place: Ohio Body Manufacturing Co.

Sixth Place: Utility Trailer Manufacturing Co.

## Containerization in Spot At TTMA Meeting

**ICC chairman optimistic about future of integrated transportation. Leasing company executive sees growth in TOFC**

A RECORD number of representatives from the trailer manufacturing industry attended the 11th Annual Summer Meeting of the Truck-Trailer Manufacturers Association, Inc., held recently in Hot Springs, Va.

Kenneth H. Tuggle, chairman of the Interstate Commerce Commission, brought the group up to date on containers. He said that the Commission views with approval the progress toward the containerization concept that allows differing modes of transport to work together.

The ICC chairman stated that he is "optimistic" on the future of intermode transportation. But, he said, "I am not unmindful that there is a lack of enthusiasm in some quarters for helping develop containers which would be interchangeable with other modes of transport."

"Today although the volume of freight handled in either piggy-back or in other forms of container service is small when compared to overall traffic figures," Tuggle said, "it is apparent that numerous members of each mode of transport are turning more and more to the various forms of containerized service and not only achieving an improved service but are also accomplishing this desirable end at greatly reduced costs."

The speaker said that "in the end, the pressures of competition are certain to compel intermode operations in those instances where the service and price elements combine to make it beneficial to the shipping public."

The ICC chairman pointed out two major problems that must be

resolved — standardization and rates. He was encouraged, he said, to see that some progress has been made on the former. Concerning rates, he said the main responsibility of the ICC is to see that the charges are "reasonable and free from undue prejudice and preference."

Truck leasing was the subject of a speech by Howard L. Willett, Jr., president of The Willett Co., Chicago. The prospects for selling trailers to truck leasing companies are good, he told the trailer makers. He credited the improvement in prospects in the past five years to the rapid increase in piggy-back and to "increased demand by industry for better service from suppliers."

Piggy-back, according to Willett, makes more efficient use of manpower. He said that a five-man train crew can move a 100-car train hauling 200 trailers while 200 drivers would be needed to transport them over the highway. For pickup and deliver, however, a single driver replaces the five-man crew necessary for a switching engine moving an individual rail car.

William McDade, president of the Heavy-Specialized Carriers Conference, ATA, made some suggestions for standardization. Standard dimensions and spacings for stake and side pockets were suggested. A standard pin setting on tandem dollies was another suggestion.

The labor situation was analyzed by Benjamin R. Miller, director of the Industrial Relations Department of the ATA. He predicted that a moderate labor union reform law will be passed by the present Congress.

C. B. Rawson, editor of the *Commercial Car Journal*, and John L. Springer, executive director, Western Highway Institute, described commercial transportation in Alaska and Hawaii.

The opening day of the three-day meeting was devoted to an engineering symposium. Lewis C. Kibbee, manager of the ATA Engineering Department, described the requirements for operating double-bottoms on the New York Thruway. Certification is required from both the manufacturer and the operator on braking efficiency and structural strength of the first semi-trailer in a combination. Members present at the meeting expressed the view that, if there must be certification, it should be by the operator.

Other items covered during the engineering session included a request that van trailer interior dimensions be stenciled on the interior walls; that mountings for underfloor refrigeration units be standardized; status of pending ICC equipment proposals; the ICC-BPR Brake Research Program; and a review of Regular Common Carrier Conference equipment proposals. ●



## How to Choose Your Reefer

Consider weight, space, heat resistance before you pick one of three

**T**HERE are three methods of refrigeration available, but in selecting the correct reefer you have to relate the equipment to the cargo. Do you want to haul fresh produce in the 40 deg F range, or frozen foods and ice cream at below zero temperatures? Here are the answers.

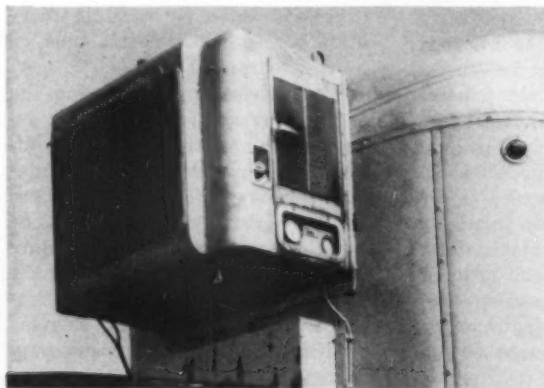
Three methods of refrigeration are available—wet ice, dry ice, or mechanical with holdover plates or evaporator. Wet ice, ventilation, and an insulated body can be combined to do a job in the 40 deg F range. It is recommended that you add an ice bunker and a fan for best efficiency. Small gasoline engine or vehicle battery-powered fans are common. Also being developed is a trailer-mounted generator powered by a friction drive off a wheel.

But most operators choose a dry ice or mechanical system. This lets them haul a wider range of cargo (down to zero) and gives them better temperature control (less cargo loss).

### Dry Ice Way

Dry ice systems combine an ice bunker with a circulating fan. Bunker is sometimes quickly removable so you can gain payload space when hauling dry cargo. Others are built-in, have doors in the forward end of the trailer so they can be reiced without disturbing the load.

Thermo-King unit is self-contained. Gages are placed at lower right, driver can read them without leaving his cab



One relatively new approach uses the dry ice in the bunker to cool a refrigerant, such as freon. Refrigerant then circulates through a finned coil mounted high in the body and returns to the bunker to let the dry ice absorb the heat it has picked-up.

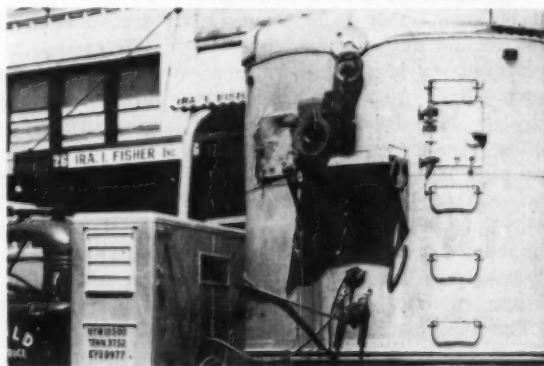
Fans for dry ice—powered as for wet ice—are usually thermostatically controlled to maintain the temperature desired for the cargo. They can circulate cold fresh air off the surface of a finned bunker (or the coil described above), or they can circulate carbon dioxide (from the “melting” dry ice) through bunker outlets.

How much “fuel”—dry ice for the bunker, electric current to the fan—does a dry ice system require? As it “melts,” dry ice absorbs an average of 250 to 275 btu per lb. For practical purposes, the amount of dry ice needed is figured from the outside-inside temperature difference, length of trailer, thickness of insulation, how long the trip takes.

For example, let us say you want a 40 deg F temperature in the body. If it's 80 deg outside, you have a 40 deg difference. To do this in a 35-ft trailer with 3-in. insulation, dry ice makers say that it takes 23 lb per hr. So you need 1104 lb of dry ice for a 48-hr trip. That doesn't take as much space as you might think—about 7 x 3 x 1 ft in cubage. And you probably wouldn't have to re-ice enroute.

Generator operates in all kinds of weather to turn fan inside trailer which distributes air cooled by dry or wet ice

Pictures courtesy of U. S. Dept. of Agriculture



# Equipment

## reefer systems

Don't overlook the fans. You might need one, two or even three. Typical battery-powered models which draw 4 amp each from a 12-volt, dc system are often equipped for dock plug-in to 110-volt ac.

Before discussing the characteristics of the various combinations of mechanical refrigeration units and power sources, it will help to take a look at your operation.

If yours is a multi-stop delivery operation (generally one loading point with several delivery points in a radius around it), you'll tend to pick a system with both on and off-vehicle power. A few operations of this type can successfully use off-vehicle power entirely.

### Stand-By

If you're long haul (one loading point and one unloading point generally separated by a one way run of a day or longer), you'll be picking a dependable on-vehicle power system. But do not overlook provision for stand-by plug-in. Many long haul fleets find it an advantage in their operation.

As a rule of thumb, general industry practice divides equipment this way . . .

- Trailers—completely self-contained system using condenser-compressor, evaporator, and auxiliary engine.

West Coast shipments are kept cool and crisp by thin units like this. It can maintain temperatures of zero and below



- Man-high multi-stop—vehicle engine-powered alternator, condenser-compressor, and evaporator.
- Retail or wholesale delivery straight trucks — most any combination.

However, new developments as described in this article may make it worth your while to deviate from these "norms." Sharp selection of components could reduce your refrigeration costs . . . give you a good competitive advantage.

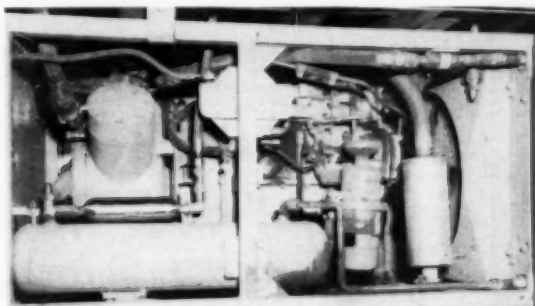
Mechanical refrigeration uses a condenser-compressor unit to "make" the cold. Cooled refrigerant then moves to holdover plates or an evaporator. Here it absorbs heat from the cargo, returns to the condenser-compressor to have this heat "squeezed" out . . . and then goes back for more btu's.

### Holdover Plates

Holdover plates can be thought of as reusable ice. They're large, thin tanks permanently filled with a solution (called a "eutectic") that absorbs a lot of heat before it melts. An evaporator is like a truck radiator. Cold refrigerant circulates through finned coils, absorbs heat from the body and cargo.

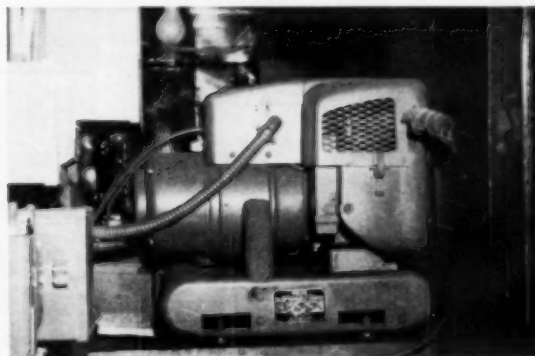
The complete mechanical refrigeration system will combine one of these components with a power source and a means of air circulation. If holdover plates are used fans are not needed. Air movement is by convection . . . the natural tendency of cold air to drop down and hot air to move up. Since the

(Please Turn to Page 80)



Underframe units follow the trend away from the nose box. With this model, compressor hooks to the engine

Electric plant supplies power to refrigeration unit and motor for the operating of air blast fan. Has plug-in



Circle No. 13 on Card, Facing Page 51



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## ... Problems

(Continued from Page 35)

have no other responsibilities. Expert supervision is assured.

### Special Handling Provided

Steel shipments into the public warehouse started to accumulate in February and succeeding months. Between 50,000 and 60,000 tons was to be stored. Daily shipments, between 20 and 40 truckloads, were being handled.

Because of the uncertain storage period, and because the acquired building was not perfectly weather-proof, the warehousemen decided to provide special protective handling. McConnell had satisfactory experience with polyethylene film for open storage at his Seaway Stevedoring Co. It was decided to provide this same protection to the incoming steel stocks.

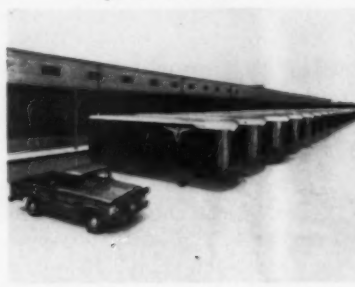
### Mutual Schedule

When the strike took effect, American Motors and Budd started receiving their daily requirements

of steel. The quantities and schedules were arranged by American and Budd. The service is supplied by the warehousemen. The condition of the steel is as clean as the day received. ●

(Resume Reading on Page 36)

### Dayton Warehouse

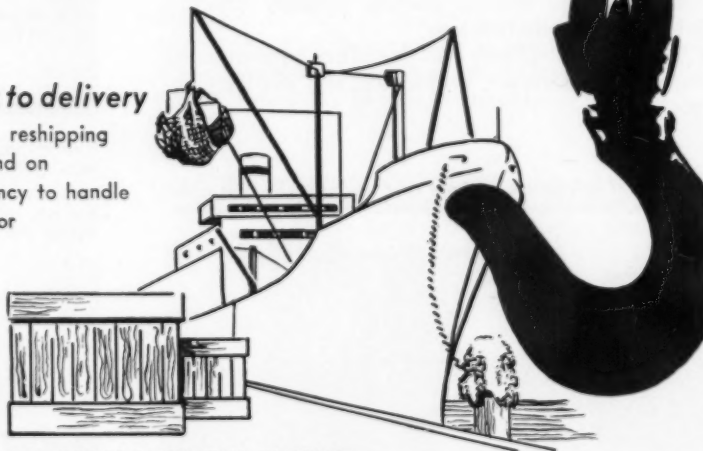


This arrow-shaped warehouse consists of five connected rooms, each containing about 26,000 sq ft of storage area. Built for Victory Warehouses, Inc., it is claimed to be one of the largest operations in southern Ohio and the largest one in Dayton. Rooms are separated by cement block walls and fire doors. A covered loading dock runs the length of the warehouse and can accommodate 80 trucks at one time. Ten-car rail spur runs through arrow head to permit indoor loading of five rail cars at once

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## Emery . . .

(Continued from Page 42)

out across the floor on boards, distributing the dry mixture evenly on the base slab. As before, the floor is lightly darbyed or bull floated immediately afterwards.

Method of finishing is as before. The same precautions should be taken with this method to insure that a compact, dense mass of aggregate is anchored firmly at the surface and that no film of laitance or mortar is permitted to form over the aggregate.

For an extra-hard surface you should straight-edge or roll base concrete to screed level. Then darby or bull float it. Immediately broadcast the dry mixture onto the base slab, by either of the two methods previously described, but use only 50 lb of aggregate per 100 sq ft of floor space.

Darby or bull float the surface again. Immediately apply another 50 lb of aggregate per 100 sq ft of floor space and, again, darby or bull float the surface. Then apply the third broadcast, again at the rate of 50 lb per sq ft. But, this time, do not darby or bull float. Let the floor remain as it is until it will bear the weight of a man.

Now machine the floor with a power-driven disc float, or a troweling machine 48 in. in diameter and equipped with flat shoes. Immediately broadcast another and final load of dry mixture, again at the rate of 50 lb per 100 sq ft. Machine the surface as before. Finish as described for application of a moderately hard surface.

Liquid chemical (sodium silicate based) cure may be applied either by spraying with a garden spray or by mopping. Application should be made as soon as possible without marring the surface. This cure seals to floor to stop evaporation.

Water cure is effected by keeping the floor wet continuously for 14 days. This may be done by spraying or flooding or by covering the floor with wet burlap or wet sand. Water used for this purpose must be cold, fresh, and perfectly clean. Burlap or sand must be clean. ●

(Resume Reading on Page 43)

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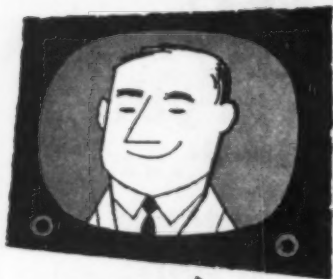


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## Pole Construction . . .

(Continued from Page 55)

But lumber and poles that have been pressure-treated are permanently protected from surface to core. After treatment, they have been said to have a useful life of about 30 years, when fully exposed to the weather. This was nothing more than an estimate, from the experience of utility companies. A recent survey, however, has brought about a change of thinking on this subject. Virtually all of the pressure-treated poles which have been in service for 30 to 35 years evidence practically no deterioration.

As the first step in construction, the pressure-treated poles are set in the ground, from 4 to 6 ft deep, depending on the load and soil conditions. At the bottom of each pole hole, a concrete footing pad is poured, to keep the poles from settling. The diameter of the pad will, of course, be dependent on the soil condition.

Once the poles have been set and aligned on their concrete pads, the holes can be back-filled with earth or concrete, again depending on the soil conditions.

### Floor Construction

After the poles are positioned and thoroughly anchored, the floor can be installed. In most warehouses, this will be a concrete slab. However, other kinds of flooring may be selected.

Roof supports and trusses are easily installed by fastening them to the tops of the poles. In some cases, wood that has been pressure-treated with fire-retardant chemicals is used.

After the building is completely framed, it is a simple matter to cover and enclose it with metal siding and roofing of aluminum or galvanized steel.

Obviously, if subsequent events indicate a need for expansion, it's a simple matter to remove the siding in the desired area and build on an addition. Since the walls are not load-bearing, there is no need for elaborate shoring and supporting when a side is removed.

### Wide Spans

For the problems encountered in warehousing operations, clear spans are necessary in order to provide working room for handling equipment. Clear spans of 40 ft width are conventional construction in pole-type buildings. Wide spans are also practical, but generally at an added cost.

Structures using interior poles are generally the most economical. In this class are flat and gable-roofed buildings. Nearly equal in economy are buildings with hanger-type and monitor roofs. Naturally, the choice will depend to a large extent on the nature of the material to be warehoused.

Pole-type buildings will not supply the solution to every warehouse's problem. However, they are definitely worth investigating before warehouse plans are approved. ●

(Resume Reading on Page 56)

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## Plan Your Yard

(Continued from Page 57)

mounts are to operate. It should be noted that heavy forklifts and other machines now can be equipped with tires which allow them to operate over muddy ground and other terrain which was formerly considered impractical for such activities. Even so, remember that the better the surface the less the power required to operate machines.

Before plans can be made for the yard area, decisions must be made as to how the materials are to be stored. Will pallets be used? What storage racks are required? Perhaps certain articles will be handled individually and stored on dunnage.

Pre-engineered buildings may fit into your storage picture. These range in elaborateness from complete plants down to simple shelters similar to quonset huts. These latter types provide not only good protection for goods stored near the plant but they are also easily erected and can be quickly dismantled, moved and put together again should the occasion arise. If such facilities are provided it is quite possible that a goodly part of the stocks normally carried in a plant can be stored more economically in the yard area.

Theoretically "the sky's the limit" in out door storage. However, some practical considerations must be taken into account. Stability is a factor. Even if racks are used to provide stability, one cannot ignore the economic fact that each successive unit in the pile is more costly to put in place.

Basic studies must be made to determine the point where the savings in the use of cubic are offset by the cost of high-handling. Frequently economies gained by limiting the stacking height are greater than the expenses involved in extending the storage area.

The same methods and tools which have been effective in developing plant layouts can be used just as well in planning a yard. The basic requirement is an accurate large-scale drawing of the entire working area. It should show any portion of the plant to

which or from which material is moved.

A master drawing can be made on cross-section paper with each unit representing an established number of feet. Overall dimensions should appear on the plan. Any physical features such as rail spurs and roadways should be shown.

The next requirement is a set of templates made to the same scale as the plan. It is just as practical to make a template of the area covered by a given quantity of material on a rack or templates of pallets as it is to make a template of a power press or a desk. Of course, these templates are used to try out different arrangements until the most effective layout is developed.

In making studies of material flow, some planners use pins and colored threads. Others find that overlays of tracing paper on which the routings are drawn with colored pencils are more convenient.

The same basic principles of storing applied indoors govern outside storage. ●

(Resume Reading on Page 58)

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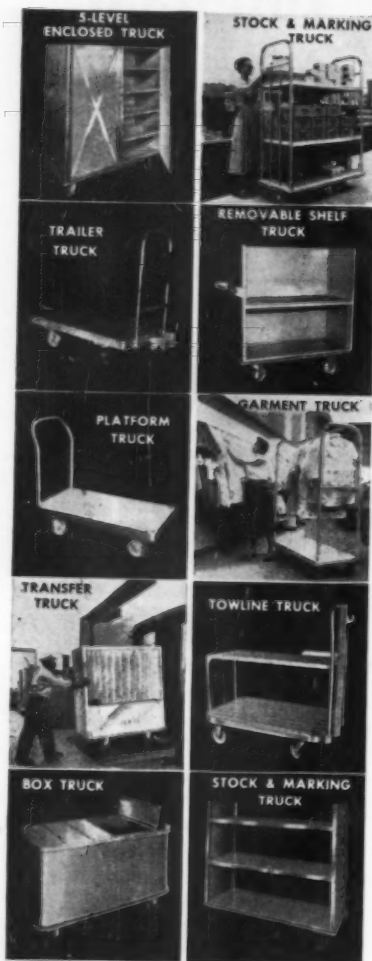
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## How We Modernize . . .

(Continued from Page 58)

cost of a new warehouse with equipment was \$4,000,000. On the other hand, a much smaller investment in expansion on the site would provide for the increase in capacity and efficiency desired. This was deemed to be preferable.

As a result of the studies a multi-story extension of approximately 116,000 sq ft was added to the existing 165,000 sq ft. The arrangement within the structure was considerably changed to conform with a different operational concept.

The decision to add multi-story construction, despite the current trend toward single-story warehouses, was based on economics. First, the existing concrete warehouse structure was in very good condition. Its physical characteristics permitted certain operations to be conducted in it efficiently. Allowable floor loads were high. Headroom was adequate and column spacings acceptable.

Second, by adding only 50 per

cent more floor space to the area, the total computed space requirements could be obtained.

Third, the projected warehouse with extension, would contain well proportioned floors of approximately 50,000 sq ft on each level, which was found to be adequate for the proposed layout.

Fourth, a study of the materials handling problem indicated that the various floor levels could be linked together with conveyors and chutes, thereby simulating a single story operation.

Fifth, by solving the warehouse problem at the existing locations, certain facilities of the company in nearby buildings could continue to be used efficiently.

And sixth was the question as to probable disposition of the existing warehouse. If it were to be replaced with a new one, there appeared to be complications.

That the management made a wise decision is fully proved by the result; greater flow of merchandise through the warehouse, shorter time lag in order filling and assembly, reduced unit costs, and a capital saving of probably more than a million dollars.

The remodeled warehouse is arranged into 5 major areas—receiving, bulk stock storage, shelf stock storage, packing, and staging and shipping.

The receiving area was set up in the newly constructed part of the building. Large enclosed docks for maximum sized highway vehicles were constructed. Across the street from the docks is a large parking area for trucks. Behind the docks, there is ample open floor space for the receiving operations.

In the space planning, great care was given to the location of supervisory offices and control centers, in order that the time of the supervisors would be conserved and their tasks facilitated. Insofar as possible, such offices are located in the centers of gravity of the working population on each floor and in similar relative locations so as to facilitate inter-floor exchange of documents. ●

(Resume Reading on Page 59)



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## ... Multi-Story Warehouse

(Continued from Page 59)

placed on skid platforms. Then they were moved by hand skid trucks to a limited capacity elevator and taken to the assigned storage areas. Here, the goods were taken off the skids and stacked as compactly as possible. The entire system of handling and storing merchandise was inadequate, out dated, and costly.

The acquisition of an adjoining six-story warehouse made it possible to plan and develop materials handling system to solve the old problems and cut costs. The first consideration was given to adequate receiving and shipping docks. Incoming and outgoing departments were set up at opposite ends of the combined warehouse. Now, the two covered docks accommodate eight large incoming trucks or trailers and five trailers loading for distribution to stores.

To avoid any possible congestion of incoming shipments, two large 25,000-lb capacity freight elevators were installed to service the multi-story warehouse. A pallet system was set up to eliminate manual handling.

Incoming goods are immediately placed on 40 x 32-in. pallets in the delivery truck. Electric hand pallet trucks move over magnesium dockboards into the vans. There they pick up the pallet loads and transport them into the large elevator that will take as many as 24 pallets at one time.

As merchandise comes into the receiving docks it is sorted by product classification—i.e., drugs, sundries, cosmetics, candy, tobacco, etc.—and assigned to specific floors. Bulk storage items go to the three top floors, where they are tiered ceiling high by straddle trucks operating in six-foot aisles. These trucks, supplemented by hydraulic hand pallet trucks, move all palletized goods from the elevators into and out of the storage areas.

Once the goods are packed and the cartons sealed, the boxes move from the upper floors to the shipping area by gravity chutes. An express chute carries full cases from the bulk storage area to the shipping room. Candy and tobacco

products which are stored in the basement in special air conditioned rooms, move up on powered conveyors.

As goods collect in the shipping department they are placed on skids according to store. To avoid confusion, orders for specified stores are handled once each week on specific days. This system allows regular truck routes to be set up. Loading for several stores in one area allows People's Drug Stores to utilize tractor trailers. Thus they are able to move much more tonnage than was possible when small trucks were used.

The new system is a success. Twenty-seven fewer men are needed to operate the warehouse. This has resulted in a direct labor saving of more than \$95,000 per year. While the receiving department staff is the same size, 50 per cent more tonnage is handled. ●

(Resume Reading on Page 60)

### Choosing A Warehouse?

LOOK FOR THE SEAL...



THAT IDENTIFIES  
**RESPONSIBILITY**

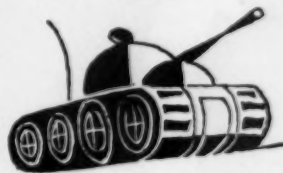
Your interests as a warehouse customer are exactly the same as those of the A. W. A.

The personal integrity of the owners, the financial stability of the company and a high standard of competence are the qualifications for membership.

Look for the A. W. A. seal when you entrust your valuable merchandise to a warehouseman.

**AMERICAN  
WAREHOUSEMEN'S  
ASSOCIATION**

Merchandise Division  
222 W. Adams Street • Chicago 6, Illinois



**For shipping tanks**



**or franks**



**or piggy banks**

**The better way  
is Santa Fe**

No matter what you ship call the nearest Santa Fe Traffic Office and let the longest railroad in our nation go to work for you.



**from**  
**the SEA**  
**to the**  
**SEAWAY**  
**it's**  
**NORWALK**  
**ALL THE**  
**WAY**

CHICAGO  
TOLEDO  
DETROIT  
LORAIN  
CLEVELAND  
NEW YORK

**NORWALK**  
**TRUCK LINES,**  
**INC.,**  
**NORWALK, OHIO**

## ... Sound-Conditioned Warehouse

(Continued from Page 61)

Materials handled in the warehouse arrive by means of four conveyors which carry them from two adjoining production buildings. Cartons leaving the sealing machines, the final step in the production procedure, are carried by product, on a time cycle basis. The conveyor system is actuated by power belts and gravity feed. Average daily load handled by the system is 20,000 cases although full capacity is much higher.

Cartons are taken, by product, off the conveyors and palletized ready for shipment. About four weeks is the normal time in storage although this varies with each product. The high level of efficiency of the conveyor system, coupled with the skill of the crew, results in orders which are received one day and shipped the next.

Aisle patterns in Bristol-Myers' Hillside warehouse are flexible and

can be altered to meet changing needs. Easily assembled racks provide storage space for items which are not readily palletized.

In the previous warehouse, materials could be stacked only two pallet loads high because of the restricted ceiling height. The 18-ft clearance in the new building allows stacking three pallet loads.

Products leaving the warehouse have two basic destinations. Carload and truckload lots are shipped to public warehouses where they are broken down and subsequently shipped to wholesalers and distributors. Less-than-pallet loads are shipped directly to wholesale and retail accounts along the Eastern Seaboard and inland to Michigan.

### Assembly Line

Less-than-pallet load shipments are expedited through the use of a rollerized assembly line. Teamwork is important. Orders are assembled by floormen who are guided in making up the orders by a warehouseman who calls out individual shipments over a localized public address system. Orders assembled from this line are handled at the rate of approximately 1000 pieces per hour.

All loading is completed entirely indoors. A large loading bay, completely enclosed, extends outward from the main body of the building. The bay can accommodate trucks of any size on the highway today.

Inside the loading bay, hydraulic dock levelers simplify the entry of fork lift trucks into the body of the vans. It enables them to deposit their loads with a minimum of handling. Thus a fork lift unit can pick up a pallet at any point on the floor of the warehouse and carry it directly into the waiting vehicle in one smooth, uninterrupted motion.

LP gas is used as fuel in the fork lift trucks. Bristol-Myers feels that it is more economical and results in lower maintenance costs. ♦

(Resume Reading on Page 62)



**ask your driver**  
**about MOBILIFT**

and the stand-up model's 360° steering . . . he'll tell you it means less aisle space needed for him—and means more storage space for you.

Look us up in the Yellow pages or write today for further details!

**LAMSON MOBILIFT CORP.**  
808 S.E. MAIN ST., PORTLAND 14, ORE.



Circle No. 17 on Card, Facing Page 51



## ... Conference Rate System

(Continued from Page 65)

charges agreed to by the parties. Provision is often made for "open" rates in the event of severe outside competition. Open rates are for items for which no rate is published in the tariff and each line is privileged to quote as it pleases.

3. There will be no undue discrimination against any shipper. Nor rebates of freight or compensation paid to any shipper. There will be no absorptions, unless mutually agreed upon.

4. All cargo to be billed at its gross weight or measurement.

5. All payments for freight charges to be made in currency, usually U. S. dollars.

6. Freight brokerage paid to agencies for providing cargo is not to exceed 1¼ per cent, generally.

7. An executive officer of the

conference is selected by vote—unanimous, ¾, ½, majority, etc. He is designated as the chairman or the secretary.

8. At regular stated or called meetings each member of the conference has one representative and one vote. Such matters as discriminations, tariffs, freight brokerages, and other charges, regulation, etc., are considered. Votes may be restricted or withdrawn for members that have not had any sailings in the particular trade for a given length of time, e.g., three months, six months, 12 months.

9. Deposit to assure good faith—may be \$5 to \$50,000.

10. Liquidated damages in event of a breach of the agreement is a stated multiple, usually four times, of the amount of freight

charges involved. Injured parties share in the damages.

11. Disputes and accusations are to be determined under arbitration. An arbitration body or tribunal is often mentioned or arbitration may be merely provided for when occasion demands.

12. Books and records of a party charged with a breach of the agreement are to be open to inspection by the executive officer.

13. Members may be eliminated from membership by vote—unanimous, majority, etc.—provided reasonable cause has been shown.

14. Members may withdraw upon giving notice—30, 60, or 90 days.

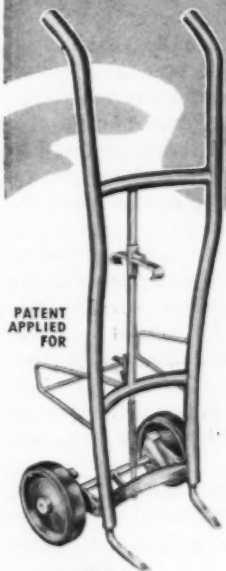
15. Agreement is not valid until it has been approved by the FMB.

These are representative provisions of agreements of approximately 115 conferences that exist in the numerous trades between the United States, and often Canada, and the rest of the free world. ●

(Resume Reading on Page 66)

## NO OTHER DRUM TRUCK

Compares With The  
HEAVY-DUTY  
"Float-away"



PATENT  
APPLIED  
FOR

So new . . . so unique  
in design and construction . . . that duplication  
cannot be made without copying DICO's  
progressive engineering principles.

### WANTED!

Aggressive stocking distributors for the modern line of DICO Hand Trucks, Barrel-Handling Equipment and Industrial Wheels.

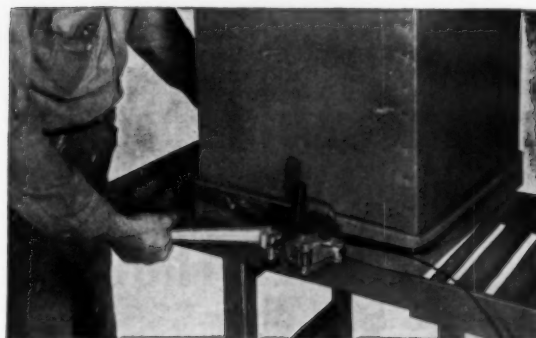


**DICO**

214 S. W. 16th St. Des Moines 5, Iowa

Circle No. 18 on Card, Facing Page 51, for more information  
AUGUST 1959

## Signode one-hand strapping tool is easier, faster to use



Here's a complete, semi-automatic tool you can operate with *one hand*! It tensions, seals and scores the strapping in one continuous operation. Weighing only 6½ pounds, it is the only one-piece, one-hand strapping tool made. Its light weight makes it easy to apply strapping on the side of a package or on narrow surfaces such as crates and small containers. An operator using this tool can carry on the strapping operation with one hand while draping the strap on the container with the other. For ½", ¾" and 1" strapping. Ask for literature on Signode's SFC Strapping Tool. Circle inquiry number, or write



### SIGNODE STEEL STRAPPING CO.

2650 N. Western Avenue, Chicago 47, Illinois  
Offices coast to coast.

Foreign Subsidiaries and Distributors World-Wide  
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Circle No. 19 on Card, Facing Page 51, for more information



*gives you*

## SUPERIOR QUALITY

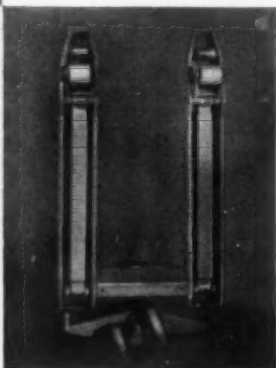


### UP FRONT

- Patented leakproof hydraulics with overload and overflow valves
- Hard-chrome plated pistons in honed cylinders
- Precision-machined oil lines—no pipes, no tubings, no packings
- Magnetic oil filter

### DOWN UNDER

- Box-section type push rods
- Taper roller bearings on load rollers
- Torsion-proof hardened joints
- Effortless operation through pallet entry & exit rollers



### OVER-ALL

- Hand-operated 4½" lift in only 3 strokes
- Constant lowering speed regardless of load
- All valves easily accessible from outside
- Low tapered forks for maximum clearance

Full 6 months warranty



FULLY HYDRAULIC

## PALLET TRUCK

Still only \$358



Capacities: 2200, 2500, 4400 lbs.  
Skid adaptors and/or brake optional. Available in all standard fork lengths with full variety of wheels to fit every requirement. Write for full information.

## STOKVIS MULTITON CORP.

Dept. DA-8, 18 Secatoag Ave.  
Port Washington, N. Y.

Circle No. 20 on Card, Facing Page 51, for more information

## ... Reefer Equipment

(Continued from Page 71)

plates have a large surface area, this is an efficient method.

Evaporators are compact and get their necessary surface area from the finned coils. Some means of forced circulation is a must. Normally a fan is used. Some installations utilize the "ram" effect of the air as the truck rolls down the highway. With either method, the evaporator is mounted high, inside the forward body wall.

Use of an evaporator for cooling requires an on-vehicle power source. Holdover plates can be used with either on or off-vehicle power . . . or a combination of both. Advantage of this is in more payload.

When trucks can connect to dock for power, holdover plates can be "pulled down" (frozen) while trucks are parked at night.

Where runs are short and trucks are back home before the plates thaw out, it is possible to eliminate the condenser-compressor on the truck. Your plant has to have a stationary refrigeration system in this case . . . for example, those used in ice cream plants or frozen foods warehouses. Connection is by flexible plumbing between the truck and plant refrigerant lines.

When connection is to an off-vehicle electric current source, the compressor has all night to freeze the plate and it need not be a maximum demand unit. During the day, the driver may have to "pull them down" some more. This usually requires an on-vehicle power source, or it can be done by plugging into a dock outlet as deliveries are made.

On-vehicle power source or on-route plug-in also permits use of thinner or fewer holdover plates than when vehicle must go all day before plates can be refrozen. Weight and space saved can be used for cargo.

Holdover plates come in a wide variety of sizes, alternative mounting patterns and eutectic solutions compounded for almost any degree of refrigeration. In theory, they could be used for almost any job. Practical decision between them and an evaporator rests on such factors as . . .

- Generally, plates are used on radius delivery runs—keeping in mind that the longer the run, the heavier the installation.
- Use on trailers is usually restricted to cargo where low temperature control is critical . . . for example, ice cream which starts to soften only a few degrees above zero.
- Holdover time on the average comes to a maximum of 16 to 18 hours.

Mounting of evaporator systems offers more options than with holdover plates. With plates, the usual location of the condenser-compressor unit is under the floor in the forward quarter of the body for straight trucks or ahead of the axle for trailers.

In straight trucks using the vehicle's engine for power, you can . . .

● Mount condenser, compressor, evaporator, and compressor power in the body front wall above the cab.

● Or you can mount the compressor or the condenser-compressor under the body, leaving just the evaporator or evaporator-condenser on the front wall.

When it comes to on-vehicle power for the compressor, choices can be outlined this way . . .

1. Vehicle's engine, either belt drive on front of engine, or transmission power take-off, using . . .
  - a. Hydraulic pump to power a body-mounted hydraulic-motor to drive the compressor.
  - b. Alternator to supply current to body-mounted electric motor to drive the compressor.
  - c. Direct mechanical linkage, usually through an electric clutch and flexible shaft, to drive the body-mounted compressor.
2. Independent 6 to 30-hp engine—gasoline, diesel or LP gas—to drive compressor . . .
  - a. Direct or . . .
  - b. By generating power for an electric motor connected to compressor.
3. Trailer axle drive belt-connected to hydraulic pump or alternator.

The trend today for most mechanical systems using on-vehicle power is to have provision for plug-in to off-vehicle electric current for use when vehicle is not on the road.

For trailers, the newest units power the compressor with a 220-volt, ac electric motor. Current is generated by an auxiliary engine. A dock plug-in provides for stand-by service. The higher voltage permits use of more compact, smaller electric motor than is possible using a lower voltage.

Also available is a trailer axle with provision for belt-drive power take-off to power either a hydraulic pump or an alternator. Where operation permits, the lack of power when trailer is standing still can be offset by operating reefer system with electric stand-by motor.

Newest straight truck packages use a hydraulic pump operated by the vehicle's engine for power. Even at low engine rpm (high idle), the pump produces enough push to operate a hydraulic motor to turn the compressor. An electric motor is used for stand-by dock plug-in. Here again the trend is to 220-volts.

Equally new is the use of a flexible drive shaft connected to the vehicle's engine through an electric clutch to drive the compressor.

At present, use of a vehicle engine-powered alternator is generally limited to man-high small delivery bodies. However such systems are offered for straight trucks and tractor-trailer combinations.

And in making your choice, do not overlook the need for dependable operation, ease of maintenance, and availability of parts and service. ●

for the executive concerned  
with the movement and  
relocation of personnel

*Now!*

*move with  
confidence*



**Single-Line and Nationwide  
Local . . . Long-Distance Moving . . . Storage**

Call in your local Atlas Agent to discuss personnel movement and relocation on an individual move or long term basis . . . and you've taken a giant step forward in relieving yourself of one of your more persistent, periodic problems.

**Here's why . . .**

- The Atlas agent fits himself quickly into your departmental methods . . . from the beginning can relieve you of many details.
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**Look For Your Atlas Agent in the Yellow Pages of Your Phone Book . . . He is a leading Household Goods Mover in Your Community.**

**ATLAS VAN-LINES, INC.**

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By Leo T. Parker  
Legal Consultant,  
Distribution Age

## WITHIN THE LAW

### TRANSPORTATION

What is reasonable length of time for a motor carrier to deliver shipped merchandise?

The answer to this question, of course, depends upon the distance of travel, and other relevant circumstances. However, the outcome of numerous law suits hinged on the answer to this question.

For instance, in *H— T— Co. v. S— E— Co.*, 310 S. W. (2d) 343, a shipper sued the *H— T— Co.* for several hundred dollars, the value of merchandise lost in transit.

The shipper delayed nine months and 18 days in filing the suit. If 18 days was an unreasonable period of time for a motor carrier to deliver a freight shipment 700 miles from Houston, Texas, to Beaufort, S. C., the motor carrier would have won the suit.

But, the higher court held that 18

days was a reasonable time for making the delivery. The carrier lost the suit because the law provides that a shipper must file his suit within nine months after delivery of the goods to the carrier, plus the time ordinarily required to deliver the shipment to the consignee.

Is a city ordinance automatically void if for several years it is not enforced by city officials?

One higher court held that although a zoning ordinance has not been enforced, it remains valid and enforceable.

For example, in *H— v. B—*, 301 S. W. (2d) 490, it was shown that a company owned several motor trucks, and it was engaged in hauling merchandise for several companies.

It applied for a permit to build a large garage in a residential area as shelter for its trucks. The company's lawyer proved that the residential zoning ordinance had not been enforced for several years and it was contended that therefore the ordinance was inoperative and rendered void.

The lower court refused to issue the permit, and the higher court approved the decision, saying: "The fact that a zoning regulation has not been enforced does not work its repeal."

What effect on a lessor does a liability clause in equipment contracts with lessee have?

A few weeks ago a higher court held that if a lease contract contains a clause to the effect that the common carrier lessee of equipment will carry public liability insurance, this clause protects the lessor and owner of the leased equipment.

In *A— F— and C— Co. v. L. S—*, 253 Fed. Rep. (2d) 634, the testimony showed that a motor carrier leased a tractor and trailer under an agreement which required the lessor

to furnish a driver to be approved by the carrier. Also, the lease contract required the carrier to procure public liability insurance for the leased tractor and trailer.

A person, named *W—*, was seriously injured when struck by the tractor. He sued the carrier and the higher court awarded him several thousand dollars damages. The carrier's insurance company paid damages to *W—* and then sued the owner and lessor of the tractor and trailer to recover.

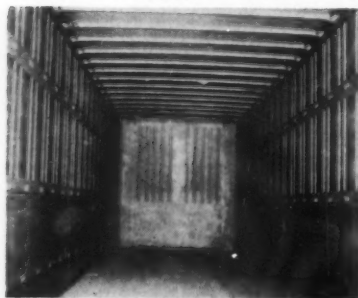
The higher court refused to hold the lessor liable to the insurance company, saying:

"The contract between the lessor and lessee required that public liability insurance be carried. If such insurance had been intended to cover merely the liability of the lessee, there would have been no sense in inserting a provision with regard thereto in the contract."

Can a railroad company be issued a certificate of public convenience for operating trucks?

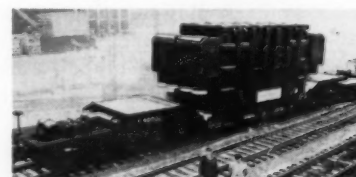
It must prove a definite need for additional services. For instance, in *I— C— R— Co. v. C— of*

### Special Piggy-Back Vans



The Nickel Plate Railroad is putting into service 30 and 35-ft piggy-back vans equipped with Youngstown Steel Car Corp.'s Safe Cargo anchoring system. The vans were made by Fruehauf Trailer Co. The system provides anchoring stations on 18-in. centers so that steel strapping can be used to anchor the load

### Depressed Center Car



Thrall Car Manufacturing Co. recently delivered to General Electric a new depressed center car with a 250-ton capacity. The car is 88 ft long and weighs 240,000 lb. It rides on 20 wheels. GE plans to ship large transformers completely assembled and upright on the new carrier

K—, 312 S. W. (2d) 459, it was shown that a railroad company applied for an intrastate common carrier truck certificate to carry freight in conjunction with its rail service over various routes generally paralleling its rail lines.

The Public Service Commission denied the application holding that since the railroad applied for an unrestricted regular route over-the-road truck certificate, it had burden to prove that existing facilities were inadequate to provide general service.

The higher court approved the denial because the railroad did not definitely prove that service being rendered by other carriers was inadequate and unsatisfactory in the area. The higher court said:

"Since the railroad applied for authority to furnish a general trucking service, even though it will be coordinated with rail service, the burden was on it to prove that the existing facilities were inadequate to provide this general service. This it did not do."

## WAREHOUSING

**Is an employer who signs a warrant for employe's arrest immune to a damage suit?**

The answer is positively no. In *G— v. O— S— Co.*, 87 N. W. (2d) 490, the testimony showed facts as follows: The O— S— Co. operates a commercial warehouse and cold storage business. One G— was employed by the storage corporation in a clerical capacity. He had charge of the inventory records of merchandise stored in the warehouse for release and sale to customers of the depositors of the goods.

The storage corporation customarily had its books audited by one S—, a certified public accountant. While S— was engaged in making an annual audit of the corporation's books he discovered a transaction handled by G— in which a quantity of merchandise stored in the warehouse had been released to a customer and G— had issued a receipt for \$75 in cash.

No corresponding entry of such cash had been made in the cash book and S— concluded that a shortage in the amount of \$75 had occurred. The matter was laid before the district attorney of the county and the president of the storage corporation signed a criminal complaint charging G— with embezzlement of the \$75.

A warrant then was issued and G— was arrested. After being held in custody for about half an hour he was released upon his own recognition by order of the municipal judge. Thereafter a preliminary hearing was held and the case against G— was dismissed upon motion of

the district attorney, it being shown that actually G— had not embezzled the \$75.

G— sued the president of the storage corporation for heavy damages. The president argued that he could not be held liable to G— because he had signed the warrant for G—'s arrest on advice of the district attorney.

Nevertheless, the higher court awarded G— \$10,000 damages.

**Through what unusual technicalities can a warehouseman avoid compliance of valid law?**

Occasionally, a warehouseman who actually violated a valid law may avoid prosecution because of unusual technicalities.

For illustration, in *P— v. C—*, 310 S. W. (2d) 781, the testimony showed that a state law clearly defines penalties for a warehouseman who falsely weighs merchandise. Another state law provides a penalty for a buyer who pays a seller less than the amount due for purchased merchandise.

A suit was filed against a warehouseman on the plea that he had violated the latter law by paying for 1000 lb of merchandise when in fact the merchandise weighed 1010 lb.

The higher court refused to convict the warehouseman because the testimony showed that he weighed the merchandise as a warehouseman, not a buyer. The court said:

"Appellant (warehouseman) fur-

nished the scales as a warehouseman, not as buyer. False weighing by a warehouseman apparently is denounced and penalty imposed but appellant (warehouseman) was not charged with that crime."

**Is a warehouseman liable in damages for injuries to clients resulting from negligence?**

Yes. The proof of negligence generally must be given by the injured person. According to a late higher court circumstances may exist under which the court will infer negligence of a warehouseman.

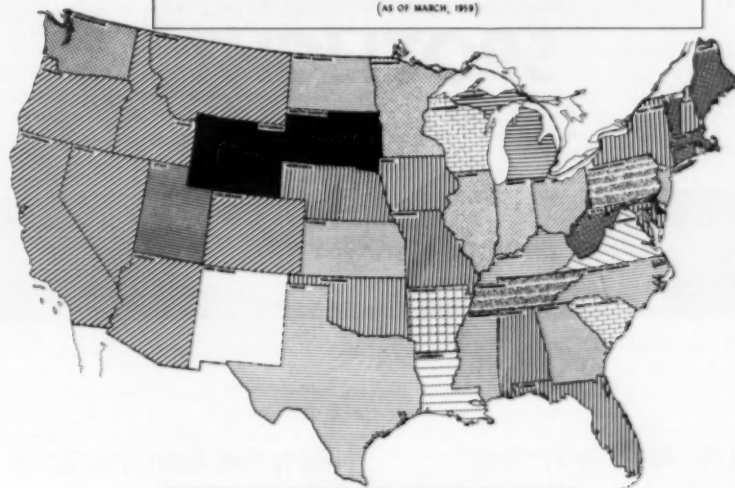
For illustration, in *W— Co. v. G—*, 305 S. W. (2d) 181, the testimony showed that a customer, named G—, entered the warehouse building, and when leaving by means of a "magic eye" door it closed upon her body. It struck her with great force and inflicted serious and painful injuries upon her.

Although no positive proof was given that the "magic eye" door was defective, the higher court awarded G— \$5,000.00 damages, saying:

"While the naked fact that an accident has happened may be no evidence of negligence, yet the character of the accident and the circumstances in proof attending it may be such as to lead reasonably to the belief that the fact of the occurrence of an injury and the surrounding circumstances may permit an inference of fendant."

## 1959 MAXIMUM PERMITTED GROSS COMBINATION WEIGHTS

(AS OF MARCH, 1959)



GROSS WEIGHT PERMITTED		
TOTAL AXLES	68,000 - 68,350	58,420 & 59,000
86,000 & 88,000	72,000	56,800
82,000	70,000	55,980 & 56,000
79,000	65,000 - 66,400	
78,000	63,000 - 64,500	
76,000 - 77,000	64,650	
73,280 - 74,000	61,580	
73,000	60,000 - 60,800	

# Warehouse SPOTLIGHT



## Taylor Moves to VP Spot In AWA Officer Shift

David E. Taylor has been named to the office of vice president of the American Warehousemen's Association-Merchandise Division. Campbell C. Groel, Jr., is the new treasurer and R. M. Tyler moves up as executive committeeman.

J. F. O'Halloran has accepted the position of executive director for the Massachusetts Port Authority.

## MWA to Hold Convention Oct. 9

The Missouri Warehousemen's Association, Inc., will hold its Fall Meeting at Arrowhead Lodge, Lake Ozark, Mo. The sessions and social activities will last from Oct. 9 to 11.

—DA—

## Men in the Spotlight

Conrad M. Gentry—a founder, vice president, and director of Aero Mayflower Transit Co., Inc., has retired from the company. He retains his directorship.

James D. Edgett — president of North American Van Lines, appointed regional chairman for the Chapter Development Subcommittee of the National Defense Transportation Assn.

Thomas L. Yates—named executive director-sales, North American Van Lines, Inc., Fort Wayne, Ind.

Wilbur R. Anderson, Lucien Shaw—elected executive vice presidents, Bekins Van Line and Storage Co.

John G. Borson, John M. McCarthy, Howard J. Adolph—new Chicago district managers appointed by Aero Mayflower Transit Co., Inc.

Robert Sheintop—moved to assistant to the vice president, New York office of Affiliated Warehouse Companies, Inc.

Nathan C. Lake—elected vice president and director, Tidewater-Cleveland Storage Co., Dunkirk, N. Y.

Samuel Cox—promoted to vice president-general manager, Memphis Branch, D. H. Overmyer Warehouse Co.; Donald V. Seethaler—assistant treasurer.

Bruce Smith — named manager, North West Office, U. S. Van Lines, Inc.

Donald L. Alquist—appointed sales manager, Mead Johnson Terminal Corp., Evansville, Ind.

## AWA Scores Senate Finance Group on State Tax Powers

Failure to limit state taxing powers would result in penalties for many small businessmen, the American Warehousemen's Association told a recent session of the Senate Finance Committee.

Philip G. Kuehn addressed the Senate Committee as both general vice president of the AWA and president of the Wisconsin Cold Storage Co. He told the Committee that inclusion of the phrase "stock of goods" would make many small firms susceptible to a state income tax merely because they maintained an inventory in a public warehouse in the state even though no office or place of business is maintained there.

Such a condition would force small concerns to ship directly to their customers in small quantities at premium transportation costs, increasing costs to customers. Kuehn illustrated his point by mentioning frozen foods which require expensive transportation and specialized equipment.

The bills under consideration are the result of recent supreme court decisions which allow broad taxing powers to states over the income of out-of-state concerns doing business within the state.

## Driver of the Year



Nicholas Shishkoff (left), executive vice president and general manager of Dean Van Lines, Inc., recently presented the first Dean Van Lines Driver of the Year Award to H. Birch Caines. Caines received a gold watch in recognition of his outstanding record as owner-operator for DVL.

## ARI Sets Nov. 1 for Meeting

Chalfonte-Haddon Hall at Atlantic City, N. J., will host the Fall Meeting of the Air-Conditioning and Refrigeration Institute on Nov. 1. The proposed reorganization presented at the May meeting will be discussed in order to achieve a final decision.

## McKee Builds New Warehouse



McKee Storage-Warehouse Corp. has recently completed a new warehouse at 1 McKee Rd., Rochester, N. Y. Located in a seven-acre industrial development, it is adjacent to the New York State Thruway. It is served by a Baltimore and Ohio siding.



## Shipment to the USSR



That's the Russian way of saying North American Van Lines, Inc. This van is carrying two complete kitchens enroute to the American National Exhibition in Moscow. It was placed aboard the S. S. Finnboard at New York and transferred to another vessel at Helsinki. At Leningrad it was transferred to inland barge for transport to Moscow

## Accounting Manual for Movers

The National Furniture Warehousemen's Association has compiled an accounting manual for household goods and storage firms.

The manual attempts to establish a uniform account structure for industry use. Since all firms in the industry perform essentially the same service and since their business patterns are somewhat similar, a standardization of accounting procedures has long been desired.

While compatible with ICC requirements for movers and warehousemen making over \$200,000 annually, the manual, however, will be of most aid to smaller operators.

—DA—

## TRRF Executive Group Meets

The Executive Committee of The Refrigeration Research Foundation met recently at headquarters to establish policies of operation and research programs.

The budget was reviewed and adjusted in line with current needs and anticipated income. A committee was formed to explore methods for disseminating the practical application of research results of more than 60 projects completed under Foundation contract.

## Warehouse Briefs

The Interamerican Warehouse Corp., has recently opened its public warehouse at 6277 East Slauson Ave., Los Angeles, Calif.

A 100,000 sq ft, one-story, reinforced concrete warehouse has been completed for Laney and Duke Storage Warehouse Co. It is located at 1560 Jessie Street, Jacksonville, Fla., with facilities for 18 freight cars and 20 trucks.

The Navy's Bureau of Supplies and Accounts has begun shipping a new type of educational exhibit to 60 major naval areas throughout the world. Its aim is to acquaint Navy personnel and dependents with the latest improvements in household goods shipping.

An atomic reactor was moved recently from San Diego, Calif., to Geneva, Switzerland. Bekins Van and Storage Co. moved the reactor for exhibition at the Second Geneva Atomic Energy Convention.

Republic Van and Storage Co. will open a new installation at Menlo Park, Calif. It has 40,000 sq ft of storage space. It will offer the latest in palletized storage techniques.

Approximately 5000 sq ft has been leased by Burroughs Corp. from Hoffman Warehouse, Norristown, Pa. It will be used for storage, research development, and light manufacturing.

New district offices for U. S. Van Lines, Inc., are at 121 S. Niagara St., Saginaw, Mich., and 1100 12th St., Seattle, Wash.

Wilmot, Monsour and Co., Ltd., of Southampton, England, has become affiliated with National Van Lines, Inc., as agent for overseas operations in Great Britain.

The greatest period of activity in its history is claimed for Global Van Lines, Inc., in a new progress report prepared by the firm.

New agents named by Allied Van Lines, Inc., are Philip L. Alpert Moving and Storage Corp., Depot Rd., Westhampton, N. Y.; Eads Transfer and Furniture Co., 123 South Front St., Medford, Ore.; and B and C Transfer, 8825 South Walnut Way, Whittier, Calif.

Its volume of overseas business for the first four months of 1959 is running more than twice that of a year ago, states Aero Mayflower Transit Co., Inc.

Safe-guard service has been put into operation for commercial shipments by United Van Lines. The service is devoted to the handling of electronic equipment and components, business machines, exhibits and displays, nuclear and other delicate equipment.

Now on the membership rolls of the D. H. Overmyer Warehouse Sales Co. are: Broad Street Warehouse Co., Utica, New York; Downtown Warehouse Co., Tulsa, Okla.; Hutchinson Merchandise Warehouse, Inc., Hutch-

inson, Kansas; Ingle Street Warehouse, Evansville, Ind.; Joliet Warehouse and Transfer Co., Joliet, Ill.; Lyon Storage Co., Worcester, Mass.; McMahon Transfer and Warehouse Co., St. Louis, Mo.; and Sullivan's Transfer and Storage Co., Lincoln, Neb. Also, Tatco Warehouse and Storage, Anchorage, Alaska; Warehouse Paints, Inc., Fitchville, Conn.; B and H Warehouse Co., Lubbock, Texas; Gilbert Storage and Transfer Co., Lynchburg, Va.; Hammon Bros. Transfer and Storage Co., Decatur, Ill.; Pacific Storage, Inc., Tacoma, Wash.; and Transit Warehouse, Inc., Kansas City, Kans.

A new trailer for the 75-van fleet of Suddath Moving and Storage Co., Inc., Jacksonville, Fla., has just been placed in operation. It is a Kenworth diesel with 38-ft tandem axle trailer. The firm has adopted "Sunshine Service" as a trademark symbol. Also, ground has been broken for a \$150,000 warehouse at Orlando, Fla., which will have 300,000 cu ft of storage space.

New domestic agents appointed by Atlas Van-Lines, Inc., include American-National Van and Storage, Los Angeles, Calif.; Beecham Moving and Storage Co., Temple, Texas; C. M. and L. Moving and Storage Co., Inc., Maspeth, N. Y.; Calder Van Co., Chicago, Ill.; Don Eaton Transfer and Storage, Tulsa, Okla.; Flago's Transfer and Storage, Lyons, Kansas; Grist Storage Co., Atlantic City, N. J.; and Starr Transfer and Warehouse Co., Fresno, Calif.

Almost 100 delegates attended US Van Lines, Inc., Western agents sales meeting in Reno, Nev., recently.

Security Van and Storage Co., Inc., New Orleans, La., has purchased a modern brick warehouse in Montgomery, Ala. It has 5000 sq ft of storage space and 9000 sq ft for parking. The Los Angeles office is now at 1619 S. Vermont Ave.

Allied Van Lines has dedicated a new \$200,000 terminal at Euless, Texas.

## Crown Marks 50th Anniversary



The Crown Transfer and Storage Co., of Pasadena, Calif., marked its 50th Anniversary recently with a meeting of employees. Featured speaker was R. T. Christmas, Sr., president of the company

# Warehouse Directory

Listed below are the more than 300 public warehouses whose services are advertised in this issue of DISTRIBUTION AGE. The listing is alphabetical by city and state. Included are general merchandise warehouses, refrigerated warehouses, and household goods warehouses. Also listed are certain warehouse sales organizations.

Additional information on the services and facilities of particular warehouses shown in the listing can be obtained by turning to the advertisements on the following pages. Generally the advertisements appear in the same geographical, alphabetical sequence as the listings below. Still more information can be had by writing directly to the warehouse.

**ALABAMA**  
Birmingham  
American Tfr. & Whse. Co., Inc.  
Doc's Tfr. & Warehouse, Inc.  
Harris Warehouse Co.  
Strickland Tfr. & Whse. Co.  
Dothan  
Security Bonded Whse.

**ARIZONA**  
Phoenix  
B-Z-Bee Transp'n. & Whse. Co.  
Lightning Mvg. & Whse.

**ARKANSAS**  
Little Rock  
Terminal Warehouse Co.

**CALIFORNIA**  
Los Angeles  
Bekins Warehousing Corp.  
California Warehouse Co.  
Central Term. Whse. Co.  
Davies Warehouse Co.  
Lyon Van & Storage Co.  
Overland Term. Warehouse Co.  
Pacific Coast Term. Whse. Co.  
Pacific Commercial Whse., Inc.  
Star Truck & Whse. Co.  
Union Terminal Warehouse

Oakland  
Howard Terminal  
San Diego  
Lyon Van & Storage Co.  
San Francisco  
San Francisco Whse. Co.  
San Leandro  
Blankenship Warehouse Co.

**COLORADO**  
Colorado Springs  
Welcker Tfr. & Stge. Co.  
Denver  
Larsen Tfr. & Stge. Co.  
North Denver Tfr. & Stge.  
Welcker Tfr. & Stge. Co.

Pueblo  
Burch Whse. & Tfr. Co., Inc.  
Welcker Tfr. & Stge. Co.

**CONNECTICUT**  
Danbury  
Shepard's Warehouse  
Hartford  
George E. Dewey & Co.  
Hartford Despatch & Whse. Co., Inc.  
New Haven  
Atlantic Bonded Whse. Corp.  
Smedley Company

**DELAWARE**  
Dover  
Delmarva Whses., Inc.

**DISTRICT OF COLUMBIA**  
Washington  
Commercial Storage Co.  
Davidson Tfr. & Storage Co.  
Kane Warehouse Company  
Terminal Stge. Co. of Wash.

**FLORIDA**  
Jacksonville  
Jacksonville Warehouse Co.  
Laney & Duke Stge. Whse. Co., Inc.  
M & M Term'l. Whse. Company  
Peninsular Whse. Company  
Union Terminal Whse. Co.  
Miami  
Colonial Warehouse, Inc.  
International Bonded Whse. Corp.  
Santini Bros., Inc.

Tampa  
Caldwell Bonded Whses.

**GEORGIA**  
Atlanta  
American Bonded Whse.  
Coweta Bonded Warehouse  
Savannah  
Savannah Bonded Whse. & Tfr. Co.

**HAWAII**  
Honolulu  
City Transfer Co., Ltd.  
H C & D Mvg. & Stge.

**ILLINOIS**  
Cairo  
Hudson Warehouses  
Chicago  
Affiliated Whse. Companies  
American Chain of Whses., Inc.  
Anchor Storage Co.  
Associated Warehouses, Inc.  
Crooks Terminal Whses., Inc.  
Currier-Lee Whses., Inc.  
Equipment Storage Corp.  
Griswold & Bateman Whse. Co.  
Grove Storage Co., Inc.  
Joyce Bros. Stge. & Van Co.  
Majestic Whses., Inc.  
Midland Warehouses, Inc.  
North Pier Terminal  
Packers Term'l. & Whse. Corp.  
Producers Warehouse Co.  
Riverside Warehouse  
Soo Terminal Whse.  
Sykes Terminal Whse. Co.  
Thomson Terminals, Inc.  
Wakem & McLaughlin, Inc.  
Western Warehousing Co.

East St. Louis  
McMahon Transfer & Whse. Co.  
Mid-America Term'l. Whse., Inc.  
Mississippi Avenue Whse.

Joliet  
Joliet Whse. & Tfr. Co.  
Kankakee  
Belt Route Whse. Stge. Co.

Peoria  
United Facilities, Inc.  
Vandalia  
Vandalia Whse. Corp.

**INDIANA**  
Elkhart  
Schult General Warehouse  
Evansville  
Ingle Street Whse. Co.  
Mead Johnson Terminal Corp.  
Producer's, Inc.  
Terminal Whse., Inc.

Fort Wayne  
Edgar's Warehouses  
Fort Wayne Storage Co., Inc.  
Pettit Whses., Inc.

Hammond  
Great Lakes Whse. Corp.  
Illiana Storage Co., Inc.  
Nowak Warehouses, Inc.

Indianapolis  
Indiana Term'l. & Refrig. Co.  
Indianapolis Whse. & Stge. Co., Inc.  
Merchandise Whse. Co., Inc.  
Strohm Whse. & Cartage Co.

Muncie  
Oren-Shively Whses.

**IOWA**  
Cedar Rapids  
American Tfr. & Stge. Co.  
Cedar Rapids Tfr. & Stge. Co.

Davenport  
Roederer Transfer & Storage Co.  
Dubuque  
Dubuque Stge. & Tfr. Co.

**KANSAS**  
Kansas City  
G-K Warehouses, Inc.  
Transit Whses., Inc.

Wichita  
United Warehouse Company  
Yellow Van Moving & Stge. Co.

**KENTUCKY**  
Louisville  
Louisville Public Whse. Co.  
Winchester  
Winn Avenue Whses., Inc.

**LOUISIANA**  
New Orleans  
H. G. Bauer Mvg. & Stge. Co.  
Commercial Term'l. Whse., Inc.  
Gulf Shipside Storage Corp.  
Hayes Drayage & Storage, Inc.  
Jackson Warehouses, Inc.  
Maloney Tking. & Storage, Inc.  
Standard Warehouse Co., Inc.  
Shreveport  
Herrin Tfr. & Whse. Co., Inc.

**MAINE**  
Bangor  
Galt Block Warehouse Co.

**MARYLAND**  
Baltimore  
Camden Warehouses  
Davidson Transfer & Stge. Co.  
Rowley Whsing. & Distributing, Inc.  
Western Maryland Whse. Co.

**MASSACHUSETTS**  
Boston  
Charles River Stores operated by Merchants Whse. Co.  
Commodity Warehouse Corp.  
Hoosac Storage & Whse. Co.  
National Dock & Stge. Whse.  
Standard Storage Co.  
Wiggin Terminals, Inc.

Lowell  
Curran-Morton of Lowell, Inc.  
Springfield  
Pioneer Valley Refrig. Whse., Inc.

**MICHIGAN**  
Detroit  
Central Detroit Whse. Co.  
Detroit Harbor Term'l's, Inc.  
Edgar's Warehouses  
Fleetwing Terminal Corp.  
Grand Trunk Whse. & C. S. Co.  
John F. Ivory Storage Co., Inc.  
Jefferson Terminal Whse.  
Lakeshore Warehouse Inc.  
United States Cold Stge. Corp.  
Saginaw  
Central Warehouse Co.

**MINNESOTA**  
Minneapolis  
Minneapolis Terminal Whse. Co.  
Security Warehouse Co.

St. Paul  
Central Warehouse Co.  
St. Paul Term'l. Whse. Co.

**MISSOURI**  
Joplin  
Sunflower Tfr. & Stge. Co.

Kansas City  
Adams Tfr. & Storage Co.  
Belger Warehouse Co.  
Central Storage Co.  
Crooks Terminal Whses., Inc.  
Evans Whse. Service  
G-K Whses. Inc.  
Jacobs Warehouse Co., Inc.  
Kansas City Term'l. Whse. Co.  
Midwest Terminal Whse. Co.

St. Louis  
Keystone Warehousing Co.  
S. N. Long Warehouse  
Madison St. Term'l. Whse. Corp.  
Rutger St. Whse., Inc.  
St. Louis Terminal Whse. Co.  
Tyler Whse. & Cold Stge. Co.  
Warehousing Corp. of Mo., Inc.

Springfield  
General Warehouse Corp.

**NEBRASKA**  
Lincoln  
Sullivan Tfr. & Stge. Co.

Omaha  
Ford Stge. & Mvg. Co.  
Gordon Stge. Whses., Inc.  
Omaha Central Whse. Co.

**NEW HAMPSHIRE**  
Manchester  
McLane & Taylor Corp.

**NEW JERSEY**  
Atlantic City  
Atlantic Moving & Storage Co.

Bayonne  
Lehigh Tank Terminal  
Camden  
Camden Marine Terminals  
Evenson & Levering

Elizabeth  
Wheeling Transportation, Inc.

Jersey City  
Cooke Warehouse Corp., J. Leo  
Lackawanna Whse. Co., Inc.  
Wheeling Transportation, Inc.

Newark  
Federal Stge. Whses.  
Lehigh Whse. & Trans. Co.

Port Newark  
Lehigh Term. & Whse. Co.  
Wheeling Transportation, Inc.

Trenton  
Anchor Warehouse Co.  
Delaware Valley Whse. Co.

**NEW YORK**  
Brooklyn  
Dock Whsing. & Bottling Center, Inc.  
Empire State Whses. Co.  
Buffalo  
American Household Stge. Co.  
Buffalo Merchandise Whses., Inc.  
Keystone Warehouse Co.

Knowlton Warehouse, Inc.  
Geo. Laub's Sons  
Lederer Terminals  
Wilson Warehouse, Inc.

Deer Park, L. I.  
Pinter Warehouse, Inc.  
Dunkirk  
Tidewater-Cleveland Stge.  
Corp.

Horseheads  
Lehigh-Horseheads Whse.  
Corp.

New York City  
Affiliated Whse. Companies  
American Chain of Whses., Inc.  
Associated Warehouses, Inc.  
Bowling Green Stge. & Van Co.  
Chelsea Fireproof Stge. Whses.  
Santini Brothers, Inc.  
West Side Whses., Inc.

Richmond Hill, L. I.  
Kew Gardens Stge. Whse., Inc.

Rochester  
Geo. M. Clancy Carting Co.,  
Inc.

Syracuse  
Great Northern Whses., Inc.  
King Storage Whse., Inc.  
Paul-Jeffrey Company

White Plains  
J. H. Evans & Sons, Inc.

NORTH CAROLINA  
Charlotte  
American Stge. & Whse. Co.,  
Inc.

Dixie Cartage & Whsing. Co.

Raleigh  
Carolina Stge. & Dist. Co.  
Raleigh Bonded Whse., Inc.

NORTH DAKOTA  
Fargo  
Union Storage & Tfr. Co.

OHIO  
Akron  
Cotter Merchandise Stge. Co.  
Canton  
Canton Storage, Inc.  
Cincinnati  
Cincinnati Term. Whses., Inc.  
Cleveland  
Assembly Distribution Service,  
Inc.

Conaty Warehouse Co.  
Lederer Terminals  
National Terminals Corp.  
Railway Warehouses

Columbus  
Central Ohio Warehouse Co.  
Columbus Term. Whse. Co.  
Merchants & Mfrs. Whse. Co.  
Neilston Storage Co.  
Ohio Warehouses, Inc.

Dayton  
Dayton Warehouses, Inc.  
Union Storage Co.

Toledo  
Edgar's Warehouses  
Great Lakes Term. Whse. Co.  
Merchants & Mfrs. Whse. Co.  
Toledo Terminal Whse., Inc.

Youngstown  
Lederer Terminals

OKLAHOMA  
Oklahoma City  
General Warehouse Corp.  
O. K. Tfr. & Stge. Co.

Tulsa  
General Warehouse Corp.

OREGON  
Portland  
Holman Transfer Co.  
Oregon Transfer Co.  
Rapid Transfer & Stge. Co.  
Rudie Wilhelm Whse. Co.

PENNSYLVANIA  
Allentown  
Hummel Warehouse Co., Inc.  
Butler  
Nicholas Tfr. & Stge. Co.

Erie  
Erie Warehouse Co.  
M. V. Irwin Moving & Stge.

Harrisburg  
Central Storage & Transfer Co.  
Harrisburg Storage Co.  
Harrisburg Warehouse Div.,  
Western Whsing. Co.

Lancaster  
Lancaster Storage Co.  
Philadelphia  
Commercial Warehousing Co.  
Melville Warehouse Co.

Merchants Whse. Co.  
Pennsylvania Whsing. & Safe  
Deposit Co.  
Terminal Warehouse Co.

Pittsburgh  
Beacon Warehouse, Inc.  
White Terminal Co.  
Scranton  
Mifflin Warehouse Co.  
Quackenbush Warehouse Co.

SOUTH CAROLINA  
Charleston  
Berkeley Storage Co.  
Charleston Whse. & Fwdg.  
Corp.  
Columbia  
Carolina Bonded Stge. Co.

TENNESSEE  
Chattanooga  
Chattanooga Whse. & C.S. Co.  
Cherokee Whses., Inc.

Memphis  
Mayer Whse. & Term., Inc.  
Midwest Terminal Whse. Co.  
Poston Warehouses, Inc.  
Valden Warehouse

Nashville  
Bond, Chadwell Co.  
Central Van & Stge. Co.

TEXAS  
Corpus Christi  
Crocker Transfer & Stge. Co.,  
Inc.

Dallas  
Dallas Transfer & Term. Whse.  
Co.

El Paso  
El Paso Term. Whses., Inc.  
Western Warehouses

Fort Worth  
Binyon O'Keefe Stge. Co.  
Johnson Stge. & Van Co.  
United States Cold Stge. Corp.

Houston  
American Warehouses, Inc.  
Houston Central Whse. & C.S.  
Co.  
Houston Term. Whse. & C.S.  
Co.  
Houston Warehouse Service,  
Inc.  
Patrick Tfr. & Stge. Co.

T.P.C. Stge. & Tfr. Co., Inc.  
Texas Service Whse. Co.  
Union Transfer & Stge. Co.  
Universal Term. Whse. Co.  
Wald Term. Whse. Co., Inc.

UTAH  
Salt Lake City  
Noyce Transfer Co.  
Redman Van & Storage Co.

VIRGINIA  
Norfolk  
Security Storage & Van Co.  
Southgate Storage Co., Inc.

WASHINGTON  
Seattle  
National Transfer, Inc.  
Seattle Transfer Co.  
Taylor-Edwards Whse. & Tfr.  
Co., Inc.

Spokane  
Riverside Warehouses, Inc.  
Taylor-Edwards Whse. & Tfr.  
Co., Inc.

WEST VIRGINIA  
Dunbar  
Guaranty Storage Co.  
Huntington  
Service Warehouse Corp.

WISCONSIN  
Eau Claire  
Superior Transit Stge. Corp.  
Green Bay  
Leicht Tfr. & Stge. Co.  
Madison  
Hansen Stge. of Madison, Inc.  
Milwaukee  
American Warehouse Co.  
Hansen Storage Co.  
National Warehouse Corp.  
Terminal Storage Co.

CANADA  
Toronto, Ont.  
Howell Warehouses Ltd.  
Terminal Warehouses Ltd.  
Toronto Storage Co. Ltd.  
Montreal, Que.  
St. Lawrence Warehouse, Inc.

## BIRMINGHAM, ALA.

Established 1913

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Merchandise Storage  
Warehouse, Concrete and Steel Construction—150,000  
sq. ft.—sprinklered. ADT Alarm. Private siding. Frisco  
railroad. Pool Car Distribution and heavy machinery  
hauling.

Member of AWA—SEW&MA—AlaTA



## BIRMINGHAM, ALA.

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Represented by

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General Merchandise Storage and Distribution  
Pool Car Service a Specialty—Motor Truck Service  
Centrally Located—Free Switching from All R.R.s



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S.W. Georgia  
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Receiving—STORAGE—Handling.  
Motor Freight Service to all points.  
6-car Private Siding. Reciprocal Switching.  
Efficient—Conscientious Branch House Service.

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Merchandise & Household Goods. Warehouse Capacity 20,000 sq. ft.  
—Palletized. Pool Car Distribution—Unloaded and Delivered Same Day. 16 car siding. Our own fleet of trucks (22 units).



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Established 1890

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Offering complete warehouse service  
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- Palletized Operation
  - Local Cartage Service
  - Pool Car Distribution
  - Inside Truck Loading
  - Field Warehousing
  - Private Siding—
  - Free Switching
  - 20 Car Capacity
  - Consign shipments via S.F.—S.P.
  - Storage and Nationwide moving of household goods.
- Represented by  
American Chain of Warehouses  
Allied Distribution  
Member American Warehousemen's Association





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ARKANSAS LARGEST WAREHOUSE  
Merchandise and Household Storage



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Pool Car Distribution—Agent, Allied Van Lines

## TERMINAL WAREHOUSE CO.

Member American Warehousemen's Association  
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ARKANSAS



**LOS ANGELES, CAL.**

Commercial  
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Distribution

**BEKINS**  
Since 1891  
**WAREHOUSE CORP.**  
Subsidiary of Bekins Van & Storage Co.

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W. C. Elliott, Manager

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1248 Wholesale St., Los Angeles 21  
Telephone MADison 7-2211

## CALIFORNIA WAREHOUSE COMPANY

A Complete Warehouse Service Since 1917

### Pool Car Distribution

Rail—Truck—Steamship—Minimum P.U.C. rates—Routing all lines—  
Reciprocal switching—Two deliveries daily—Cargo Insurance \$30,000  
truckload. Write for rates and references.

Represented by American Chain of Warehouses  
Member of AWA—CalWA—CalMTA—LAWA

**LOS ANGELES, CAL.**

Phone: Capital 1-2191 — Established 1921

## CENTRAL TERMINAL WAREHOUSE CO.

639 Antonia Ave., Los Angeles 31, Cal.

General Merchandise Storage  
Sprinklered, Brick Warehouse—ADT  
Daily local delivery—our own Trucks

**LOS ANGELES, CAL.**

Phone: MADison 9-2181

## DAVIES WAREHOUSE CO.

164 So. Central Ave. Los Angeles 12, Cal.  
MDSE. STORAGE-DISTRIBUTION-CARTAGE

Reinforced Concrete and brick bldgs.—150,500 sq. ft.  
Completely palletized. Priv. Siding SP-14 Car Cap.—  
12 truck dock.

Represented by Associated Warehouse, Inc.  
Member of AWA—CalWA—CalMTA—LAWA

**LOS ANGELES, CAL.**

### General Warehousing and Distribution

Commercial and household storage, local  
and long distance moving. Pool car dis-  
tribution, private siding, Pacific Electric  
delivery, free switching any RR. EXPORT  
processing, packing. Main office:

1950 S. Vermont Av. (7)  
REpublic 1-3131

LET LYON GUARD YOUR GOODS



**LOS ANGELES, CALIF.**

CENTRAL • CONVENIENT • COOPERATIVE

## OVERLAND TERMINAL WAREHOUSE CO.

1807 East Olympic Boulevard, Los Angeles 21—MADison 7-1146  
PACKAGE STORAGE — OFFICES — SPACE FOR LEASE  
CUSTOMS BOND—REFRIGERATED ROOMS—A.D.T. PROTECTED

Associated with  
CROOKS TERMINAL WAREHOUSES INC., Chicago • Kansas City  
Represented by W. D. CAVANAUGH ASSOCIATES, New York City

**LOS ANGELES, CAL.**

Member of A.W.A.

## PACIFIC COAST TERMINAL WAREHOUSE COMPANY

4802 LOMA VISTA AVE.

LOS ANGELES 58

Telephone LUdlow 3-4183

Centrally Located

In the Heart of the Wholesale District

- ✓ MODERN FLEET OF DELIVERY TRUCKS
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- ✓ A.D.T.—FIRE & BURGLAR ALARM SYSTEM
- ✓ LOW INSURANCE RATES
- ✓ COMPLETELY MECHANIZED
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Office Space & Telephone Service

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CHICAGO NEW YORK

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ESTABLISHED 1918

Phone: TR-8282

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923 E. 3rd St. Los Angeles 13, Cal.

GENERAL MERCHANDISE STORAGE  
POOL CAR DISTRIBUTION STORAGE IN TRANSIT  
DAILY HARBOR, LOCAL AND STATEWIDE HAULING  
EXPERIENCED, EFFICIENT, BONDED PERSONNEL  
10 Car Siding on A.T.&S.F. Railway  
Sprinklered—A.D.T. Protected

**LOS ANGELES, CAL.**

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Tel. MADison 8-9141 Teletype LA 1662

## Star Truck & Warehouse Co.

COMPLETE FACILITIES EFFICIENT SERVICE

Sprinklered—A.D.T.—Reinforced Concrete and Steel Bldg.

Storage Pool Car Distribution Common Carrier

250,000 Square Feet 120 Pieces Motor Equipment

Established 1882 Office Space and Telephone Service

Represented by Distribution Service—N.Y.—Chicago—S.F.

**LOS ANGELES, CAL.**

## Union Terminal Warehouse

Dependable Service

575,000 sq. ft. Storage Space

Storage and distribution of merchandise to points in  
Southern California, Arizona, and Nevada

General Merchandise Storage	Central Location
U. S. Customs Bonded	Class A Reinforced Concrete
Whse. #7	Buildings
Cooler Room Facilities	Fully Sprinklered
Pool Car Distribution	Low Insurance (ADT Service)
City Deliveries	24 Hour Switching Service

Served by Southern Pacific—  
Pacific Electric Ry. Co.

737 Terminal Street

LOS ANGELES 21, CALIFORNIA

Telephone—MADison 7-9581

A. F. Mortensen, President J. A. Williams, Vice President  
& General Manager

**OAKLAND, CALIF.**

**SACRAMENTO, CALIF.**

## GENERAL MERCHANDISE

WAREHOUSING • DISTRIBUTING • DRAYING

Steamer Piers • Office Space Available

## HOWARD TERMINAL

Established 1900

95 MARKET STREET • OAKLAND 4, CALIFORNIA

**SAN DIEGO, CAL.**

COMMERCIAL WAREHOUSING,  
LOCAL CARTAGE

Largest commercial warehouse in San  
Diego area. Santa Fe spur, free switch-  
ing any R.R. 5 fork lifts. 105,000 sq. ft.  
Sprinklers.

E. B. GOULD, Mgr.  
P O B 13058 Z 13, San Diego, Calif.  
GRIdley 7-3191

LET LYON GUARD YOUR GOODS



and Firms are Arranged Alphabetically

SAN FRANCISCO, CAL.

Utter 1-3461

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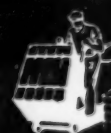
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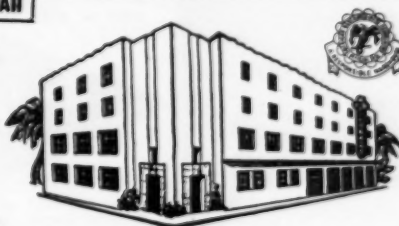
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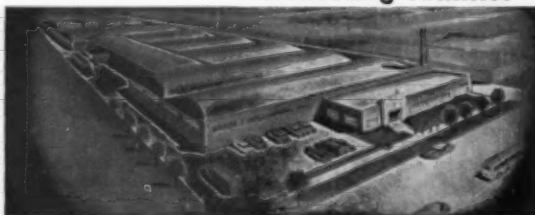
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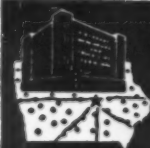
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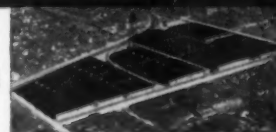
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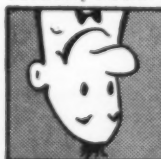
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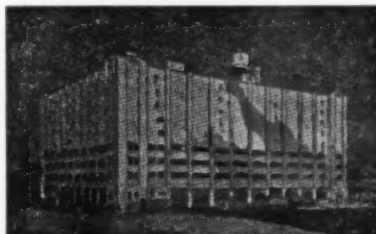
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AGENT FOR NATIONAL VAN LINES



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417 GRAND

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Tita: NK 1078

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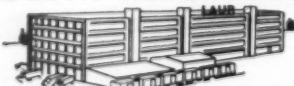
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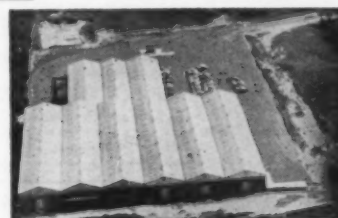
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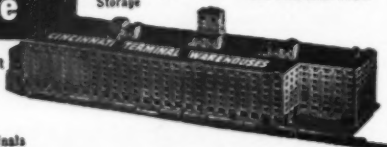
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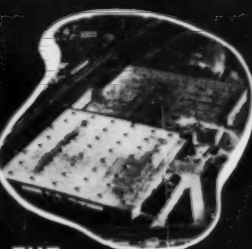


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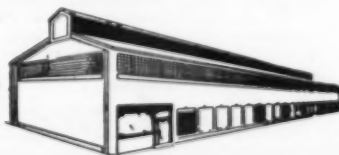
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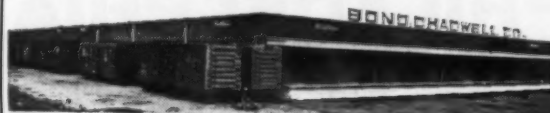
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A COMPLETE SERVICE IN  
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DISTRIBUTION SINCE 1911

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Pres. & Gen. Manager  
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and Firms are Arranged Alphabetically

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AIR CONDITIONED STORAGE  
COLD STORAGE

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STATES  
COLD  
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NEW YORK 10  
NEW YORK 10

Houston 1, Texas

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JUST YOURS



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LOCATED  
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DISTRIBUTION AND  
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Represented by Associated Warehouses, Inc., N. Y. & Chicago



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A superior storage service. DISTRIBUTION—TRANSIT—WAREHOUSING  
from Eau Claire, proven distribution hub of central-western and northern  
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8 car Chicago & North Western siding—7 truck doors.

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Heated—Unheated—Yard  
Storage  
Waterfront Facilities  
Stevedore Services

U. S. Customs, State and  
Public Bonded  
70 Car Track Capacity  
Modern Handling Equip-  
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Reciprocal Switching all  
lines

Complete local and over-the-road truck services  
with 70 units of all types of equipment, including  
low-bed trailers, winches and cranes.

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OF MADISON, INC.

MODERN ONE STORY OPERATION

and Firms are Arranged Alphabetically

MILWAUKEE, WIS.

Private Phone: BRoadway 1-8730

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General Office—525 E. Chicago St.

3 Clean, Well-Equipped Warehouses  
Pool Car/Truck Distribution Specialists

Customer Preference—Our Best Reference  
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Cooler, Freezer and General Merchandising Storage  
Deep Water Dock, Private Siding  
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TORONTO'S LARGEST

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Member of Canadian Warehousemen's Association

Represented by Allied Distribution, Inc.—Chicago, Ill., & New York, N. Y.

**HANSEN STORAGE CO.**  
124 N. JEFFERSON ST.  
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WISCONSIN'S  
LARGEST AND  
MOST MODERN  
AFFILIATE — HANSEN STORAGE OF MADISON INC.

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1,000,000 Square Feet

Merchandise Storage

Field Warehousing

Cartage

Refrigerated Storage  
Office Space  
Sawedoring  
Rail Siding  
Fireproof

Free Switching  
Lowest Insurance

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General Merchandise—Bonded & Free

1,500,000 cubic feet. Sprinklered.

Private Siding. Efficient Loading Facilities

Company Owned Trucks.

Members of Canadian Warehousemen's Association.

"Our Clients do the selling—we do the rest."

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200,000 SQ. FT. OF MODERN FIREPROOF SPACE LOCATED

IN THE EXACT CENTER OF THE CITY OF MONTREAL

Canadian Customs Bonded. Private Siding — 8 Car

Capacity — Free Switching — All Railroad Connections

Represented by

ALLIED DISTRIBUTION, INC.

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## National Warehouse Corp.

MILWAUKEE'S FINEST



A SOLID BLOCK OF  
RESPONSIBLE WAREHOUSING

ALSO LEASE RENTALS OF  
WHOLE BLDGS. OR PARTS  
SO. WATER & E. BRUCE STREETS



## Problems . . .

(Continued from Page 67)

which is 65½ ft long, and under the provisions of Rule 34 is subject to a minimum weight of 48,000 lb. Rule 29, Section 1, in effect, states that in determining the applicable charge on a carload shipment, which, on account of length requires two or more open cars, the minimum weight shall be determined by first applying the minimum weight prescribed for the longest car. In this case the Wabash car.

The remaining three cars would be subject to a charge for 24,000 lb or the minimum weight prescribed for each car if it is lower than 24,000 lb. The total weight so determined for the four cars will be subject to the aggregate actual weight of the shipment.

The total weight determined under the rule i. e., 48,000 lb, plus three times 24,000 lb, results in a total of 120,000 lb, and since the aggregate actual weight of the shipment is 130,000 lb, the shipment would be charged on the basis of 130,000 lb. ●

(Resume Reading on Page 68)

## Stacking Van Carrier



This stacking van carrier carries and tiers freight containers used in containerized shipping. It can handle 50,000 lb, and moves straddle-fashion over flatcars or flat-bed highway trucks. It is made by Clark Equipment Co.

# **SHIPPERS . . .** **EXPORT MANAGERS . .** **TRAFFIC MEN . . .**



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We'd like to send you HARBOR HIGHLIGHTS, the FREE news magazine of the Port of Long Beach. Fact-filled and informative, it's yours for the asking . . . just write (on your business letterhead) to:

**PORT OF LONG BEACH**  
 1333-A El Embarcadero P. O. Box 570  
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TRAFFIC ASSISTANT—Young married man, recently from Ireland, desires position in industry or carrier traffic department.

Willing, conscientious, not afraid to work hard. Salary open. Main objective is opportunity to pursue career in traffic profession. Education includes course in traffic management just completed with general Grade A average.

Experience includes position in industrial traffic department in Ireland.

Prefer to locate in Greater Philadelphia area.

GEORGE E. MACKEN

46 East Coulter Street Philadelphia 44, Pa.

### **HELP WANTED**

MANAGER, O&D Department—Eastern manufacturer of food products seeks claims man of wide experience to replace retiring department head early this fall.

Applicant must not be over 50 years, in good health, willing to travel.

To gain interview, send detailed resume of personal background and claims experience, which will be reviewed by our Vice President in charge of Personnel. Do not include original records or anything returnable.

WRITE: Box 245, DISTRIBUTION AGE, Chestnut and 56th Streets, Philadelphia 39, Pa.

## **Index of 1959 General Advertisers**

A		I	
Allis-Chalmers	24	Illinois Central Railroad	
American District Telegraph Co.	10	L	
American Metal Products Co.		Lamson Mobilift Corp.	72 & 78
Storage Rack Div.		Lansing Company	75
American Pulley Co., Div. of Van		Lehigh Warehouse & Transportation	
Norman Industries		Co.	72
American Trucking Associations Inc.		Lewis-Shepard Products, Inc.	
Second Cover		Lift Trucks Inc.	
American Warehousemen's Assn.		Link-Belt Company	2
Mdse. Div.	77	M	
Atlas Van-Lines, Inc.	81	Magline Inc.	76
Automatic Transportation Co.		Magnesium Co. of America	
Back Cover		Materials Handling Division	
B		McLean Trucking Company	75
Baltimore & Ohio Railroad		Moto-Truc Co., The	
Barrett-Cravens Company		N	
Bond Foundry & Machine Co.		National Van Lines Inc.	
Brooks & Perkins, Inc.		Navan Products Inc.	
Burlington Lines	18	New York Central Railroad	25
C		Nickel Plate Road	
C & D Batteries, Inc.	34	North American Car Corp.	
Chesapeake and Ohio Railway	32	Northern Pacific Railway	4-5
Chicago Express	76	Norwalk Truck Lines Inc.	78
Chicago & North Western Railway		Notting Truck & Caster Co.	73
Chicago, Rock Island & Pacific		P	
Railway Co.		Pacific Intermountain Express	12
Clark Equipment Co., Ind. Truck		Palmer-Shile Company	
Div.	17	Pan American World Airways	1
Colson Corporation, The		Port of Long Beach	114
Continental Airlines	6	Pullman-Standard Car Mfg. Co.	
Crooks Term. Warehouses		R	
Cushman Motors		Revolator Company	
D		Ringsby Truck Lines, Inc.	42
Delta Air Lines		S	
DeLuxe Metal Products Co.	28	San Francisco Warehouse Co.	74
Dempster Bros., Inc.		Santa Fe Railway	77
Denver Chicago Trucking Co., Inc.		Seaboard Air Line Railroad	15
Third Cover		Signode Steel Strapping Co.	79
Dico	79	SI Handling Systems Inc.	
Dodge Div., Chrysler Corp.	30	Southern Pacific Co.	
E		Spector Freight System Inc.	11-12
Eastern Express, Inc.	23	Stokvis Multiton Corp.	80
Equipment Mfg., Inc.		T	
Exide Industrial Div.—The Electric		Toledo Peoria & Western Railroad	
Storage Battery Co.	22	Co.	
F		Towmotor Corporation	27
Federal Barge Lines, Inc.	29	Trans World Airlines	
Firestone Industrial Products Co.		U	
Frisco Railway		Union Pacific Railroad	74
Fruehauf Trailer Co.	21	United Air Lines	
G		W	
Global Van Lines, Inc.	14	Watson Company, H. S.	
Goodrich, B. F. Tire Co., Div. of		Y	
B. F. Goodrich Co.	19	Yale & Towne Mfg. Co. Yale Mats.	
Goodyear Industrial Products Div.		Hdng. Div.	
Gordons Transports, Inc.		Youngstown Steel Car Co.	
Great Northern Railway Co.	26	H	
Greyhound Package Express	31	Hyster Company	20

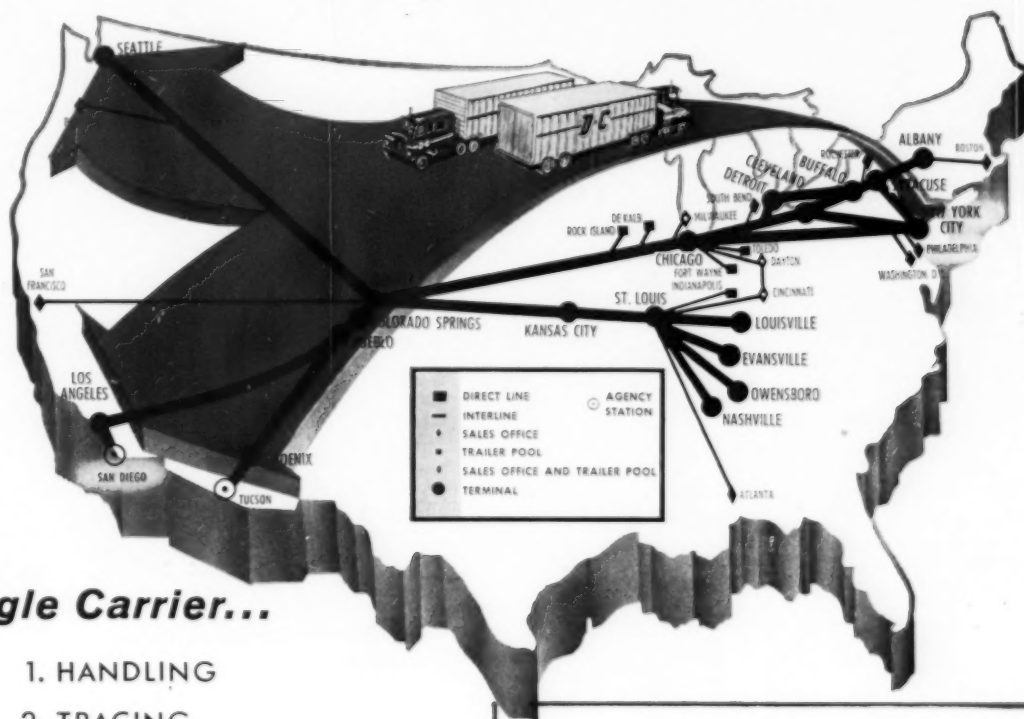
For Warehouse Advertisers Index See Page 86



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# **D'C** THE ONLY DIRECT COAST-TO-COAST CARRIER!

*...one carrier responsibility ALL THE WAY  
with **NON-STOP, 2-MAN SLEEPER CABS***



## **Single Carrier...**

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3. INSURANCE
4. SAFETY
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Cleveland, Ohio . . . SH. 9-1666	(N. Bergen, N. J.) . . UN. 3-0900
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Denver, Colorado . . . DU. 8-4567	Phoenix, Arizona . . . AL. 8-5321
Detroit, Michigan . . . VI. 3-9505	Pueblo, Colorado . . . LI. 3-4425
Evansville, Indiana . . HA. 3-6487	St. Louis, Missouri . . . CH. 1-7830
Kansas City, Mo. . . . HU. 3-9343	Seattle, Washington . MA. 4-3850
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		Toledo
		Washington, D.C.

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Power on grades—the Dynamotive can start and stop with full load on 28% ramp.

*To Serve Your Changing Needs*

## THE DYNAMOTIVE OFFERS MAXIMUM ON-THE-JOB FLEXIBILITY AT LOWEST COST!

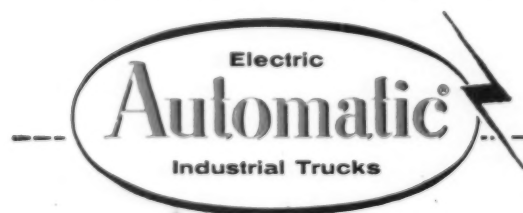
The Dynamotive gives you power *plus!* Power you can use on the job—in the plant or out in the yard. The secret is in the synchronized power package. The gas engine and variable-voltage generator are precisely matched to supply *instant* power to the electric-drive motor.

There is no clutch, no hydraulic torque converter. Slippage and power loss resulting in heat build-up are eliminated. Stresses on the engine are greatly reduced. Yet there is more than three times higher torque output at the wheels than with conventional torque converters.

The Dynamotive is engineered for safety. Driver's seat is easily accessible from either side. Operator has high visibility in all directions.

The Dynamotive is remarkably flexible, amazingly economical to operate! There's less maintenance, less down time, due to the simplicity of its power plant. It is the answer to your constantly changing materials handling problems. Available with cushion tires in 4,000 to 10,000 lb. capacities; with pneumatic tires in 4,000 to 6,000 lb. capacities. *Convenient lease or purchase plans.* Send coupon for detailed booklet.

**Advanced Materials Handling at Less Cost to You**

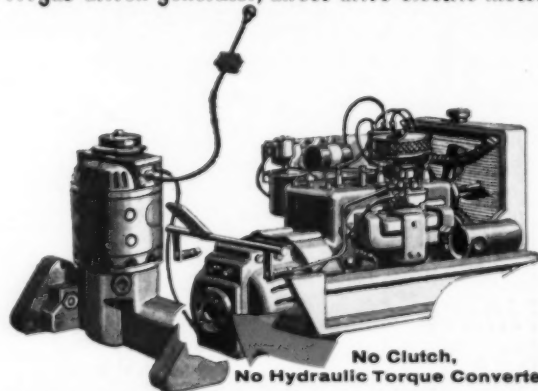


**AUTOMATIC  
TRANSPORTATION COMPANY**

Division of The Yale & Towne Manufacturing Company

115 West 87th Street, Dept. M-9, Chicago 20, Illinois  
WORLD'S LARGEST EXCLUSIVE BUILDER OF ELECTRIC-DRIVEN INDUSTRIAL TRUCKS

**DYNAMOTIVE'S SYNCHRONIZED POWER PACKAGE**  
...gas-driven generator, direct-drive electric motor



**No Clutch,  
No Hydraulic Torque Converter**

**ONLY THE DYNAMOTIVE OFFERS ALL THESE ADVANTAGES:**

- ★ **GAS SAVINGS UP TO 30%** because engine operates at most efficient speed all the time.
- ★ **GREATLY INCREASED TORQUE OUTPUT:** permits engine torque to be multiplied 8 (or more) times when needed.
- ★ **TRUE INCHING CONTROL** provided by varying generator output; operates truck at low speed while load is raised.
- ★ **SUPERIOR LIFTING SPEED.** Example: lifts 4000-lb. load at rate of 75 F.P.M.

- ☐ Please send complete information on the Automatic Dynamotive.  
☐ Explain convenient plans for lease or purchase of Automatic Industrial Trucks

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Firm Name \_\_\_\_\_

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